

The American Perfumer

and Essential Oil Review

JULY 1912

Perfumer Publishing Co.
80 Maiden Lane, New York.

USED BY THE LARGEST CONSUMER
MUST BE A REASON FOR IT



BERTRAND'S CONCRETES AND ESSENTIAL OILS
FRANZ FRITZSCHE & CO.'S SYNTHETICS
PETCHEFF'S OTTO OF ROSE
PURITAN BRAND ESSENTIAL OILS

SELLING AGENTS
ROCKHILL & VIETOR
FOR
114 John Street, New York, 17 North Franklin St.,
Chicago.

Designed, Embossed
and Lithographed by

The
**Buedingen
Box & Label
Co.**

OFFICES
BROWN & STATE STS.,
ROCHESTER, N.Y.
and
200 BROADWAY,
NEW YORK.

SEE PAGE X

CONSOLIDATED FRUIT JAR COMPANY

FACTORIES: NEW BRUNSWICK, N. J. NEW YORK OFFICE 290 BROADWAY

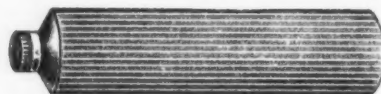
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Pat. Oct. 4, 1910.



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CHALK**
Precipitated

Particularly adapted to tooth powder and toilet preparations. Interesting prices.

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ALEFOL

(Alpha-Ionone)

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(Beta-Ionone)

ATONONE VIOZONE IRALIA VIOLETTONE

THESE six violet products, each of a distinctive character, provide the perfumer with a harmonic odor scale. With these he may compose aromatic "chords," just as the musician uses the musical scale. The nose and the ear are wonderfully alike in their responsiveness to fine shades of expression; and to give full play to his originality and skill every perfumer MUST have recourse to the modernly developed instruments of his art.

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SUCCESSORS TO CHUIT, NAEF & CO.

UNGERER & CO., Sole Agents

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514 Arch Street, PHILADELPHIA.

273 Pearl Street, New York

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NATURAL ESSENTIAL OIL OF ALMONDS

We have manufactured this for more than three quarters of a century. We market it in 1 lb. amber bottles, sealed with blue signature band and labelled:

*Allen's Essential Oil of Bitter Almond
Deprived of Hydrocyanic Acid*

It is what it is labelled
without
RESERVATION or EQUIVOCATION

Stafford Allen & Sons, Ltd. London, England

Established 1838

Allen's Products Are Everywhere Recognized as of Exceptional Excellence.
Stock held by UNGERER & CO., 273 Pearl St., New York.

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Synthetic Flower Oils are the Standard
Basic Products for the Manufacture of
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Oil of Bergamot, synthetic, "Schimmel & Co."

Ester Contents 36 per cent.

Natural Oil of Bergamot is still further advancing! If you are not using our *Synthetic Oil* as yet, you do harm to your own interest. You obtain from this oil exactly the same *odor-effect* and the same *stability* as from the natural oil and save one-half of the cost.

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Create new and more attractive odors by its means, at *one-fourth the price* of your present *Geranium* and *Lavender* compounds.

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INDEX TO ADVERTISEMENTS ON LAST PAGE



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Sphinx Paste—For high grade labels to glass or paper.

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Machine Gum—For wood or pasteboard.

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OF NEW CROP

Manufactured by the most scientific methods, whereby the delicate perfume of the Rose is perfectly preserved.

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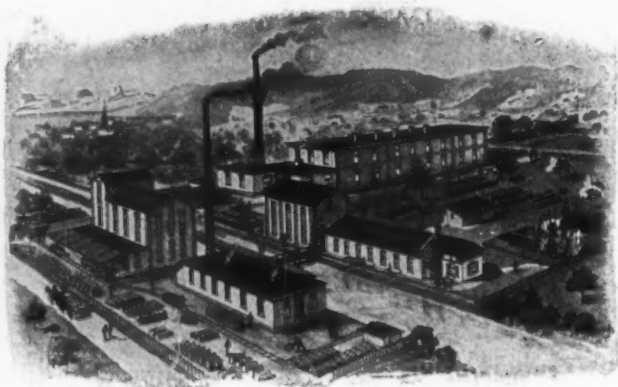
Included amongst the specialties of
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GERANIUM ROSE ARTIFICIAL
BERGAMOT ARTIFICIAL

Both of perfect quality, and which may be used to great advantage, considering the prices of the natural Oils. Samples and prices cheerfully furnished.

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NEROLY, Artificial—Exquisite product. The yield is greater than the natural essences.

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OUR SPECIALTY: PERFUME AND TOILET WATER BOTTLES

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No. 179 Neck
No. 338 Label



No. 339 Label
and Neck

Scale
1/2 Size



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NEW YORK,
N. Y.

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BOX & LABEL CO.

ROCHESTER *and* NEW YORK



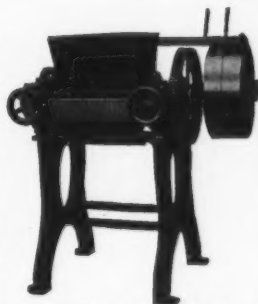
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AND WE WILL REPRODUCE IT FOR YOU RIGHT

SOAP BOXES

PLAIN OR FANCY—ALWAYS WELL MADE

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PLUG SPRINKLER

Has the Simplest Construction
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GUARANTEED AGAINST LEAKAGE



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is our latest scientific production in Rose materials, an
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Rose N. lends tone and beauty to every combination
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Rose N. is a marvel of modern perfumery, is sweet,
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Possibly in the very near future.

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Standard Perfume and Flavoring Materials



Synfleur Rose Materials

have steadily gained in favor with the most prominent manufacturers throughout the world, because they know that Synfleur stands for quality and that Synfleur Rose materials have given the very best service in all perfumery products.

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Pounds \$49.00 Trial ounces \$3.25

Your correspondence is invited.



Synfleur Scientific Laboratories

Established 1889

Aldois von Isakovics, Proprietor
Monticello, New York, U. S. A.



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Synfleur Quality

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Standard Perfume and Flavoring Materials



Oriental Odors

are among the most popular perfumes on the market, not only in extracts, toilet waters and sachets, but also for perfuming all kinds of toilet preparations, creams, etc.

Oriental-Synfleur

Trade Mark REG. U. S. PAT. OFF.

is THE recognized material which has brought success to many of our friends throughout the world, a material that has been used and is being used daily in the foremost manufacturing plants throughout the world, a material that gives a blossom freshness and quality of odor that has heretofore been unknown at the price. Orientol-Synfleur is suitable for all perfumery purposes, excepting creams.

For creams a similar odor may be had by using Orientol-I Synfleur. For the finest grades of perfumes, especially fancy odors selling at high prices, we specially recommend Orientol-E Synfleur. (Not suitable for creams.)

Oriental is a scientific blossom oil which combines the most valuable constituents of Dame Nature's best known perfume flowers. Many thousands of pounds have been used and are being used right along.

Net prices:

Pounds \$15.00 Trial ounces \$1.15

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We await your advice.



Synfleur Scientific Laboratories

Established 1889

Alois von Isakovics, Proprietor
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Rose Moderne, H. & Co. Heiko Azalie

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OLIVE OIL, ETC.

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Distilled at our own factory at Cayenne, from choice selected wood only.

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THE ORIGINAL ABSOLUTES—often imitated but never equalled.

We are the Exclusive Selling Agents for United States and Canada of
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Faithful reproductions of the Natural Oils. Prompt consideration of these new Synthetic Oils will save you money. Samples will be sent on request.

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Manufacturer of the Finest Grade Essential Oils

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A MODERN Lilac with the true effect
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No equal of this product has ever
been offered to the trade.

Samples upon request.

SEE OPPOSITE PAGE

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For many years our glassware has held the **FIRST PLACE** in the market, and has been generally accepted as the standard of excellence. We pay particular attention to stoppered ware, and guarantee each glass stopper to fit perfectly.

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Liquid Concrete
Flower Essence

Absolutely Natural

Best Possible Quality

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DOES NOT DISCOLOR

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Vanilla Beans**

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Established 1859.
Manufacturers of

High-Class Essential Oils

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ESTABLISHED 1858

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“ “ ROSEMARY

“ “ VETIVERT

 “ “ BOIS DE ROSE
(Femelle)

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TUBEROSE

ORANGE CASSIE

VIOLET

RESEDA—JONQUILLE

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Petcheff & Co.

Sopote, Bulgaria

OTTO OF ROSE

ORIGINAL COPPERS

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& Co.,

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Durable against alkali and will not discolor.

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GERANIUM LEAVES (Extra Strong)

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Natural Perfume Ingredients

FOR

Modern Perfume Making

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EST. 1817

(A. FERRAND & CO., Succ.)
GRASSE, FRANCE

UNGERER & CO.
EST. 1893

273 PEARL ST., NEW YORK
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THE AMERICAN PERFUMER

AND

ESSENTIAL OIL REVIEW

The Independent International Journal devoted to perfumery, soaps, flavoring extracts, etc. No producer, dealer or manufacturer has any financial interest in it, or any voice in its control or policy.

ONE DOLLAR A YEAR.
TEN CENTS A COPY.

NEW YORK, JULY, 1912.

VOL. VII., No. V.

THE AMERICAN PERFUMER

and ESSENTIAL OIL REVIEW

PUBLISHED MONTHLY.

PERFUMER PUBLISHING COMPANY

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LOUIS SPENCER LEVY, President and Treasurer, } 80 Maiden Lane

JOSEPH S. MENLINE, Secretary, - - - } New York.

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Canada and Mexico, - - - - -	1.50 " "
Foreign, - - - - -	2.00 " "

MANUFACTURING PERFUMERS' ASSOCIATION.—President, W. A. Bradley, 472 West 43d St., New York; Secretary, A. D. Henderson, 31 Park Place, New York.

FLAVORING EXTRACT MFRS. ASSN.—President, S. J. Sherer, 1705 S. Clark St., Chicago, Ill.; Secretary, Norman Peck, Indianapolis, Ind.

NATIONAL MANUFACTURERS OF SODA WATER FLAVORS.—C. H. House, President, Buffalo, N. Y.; Edward Post, Secretary and Treasurer, 400 N. Fifth street, Philadelphia, Pa.

BARBERS' SUPPLY DEALERS' ASSOCIATION.—Pres., J. B. Gibson, Duluth, Minn.; Secretary, Wm. E. Burgher, Duluth, Minn.

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FEDERAL FOOD LAW ACTIVITY.

More than one view may be taken of the "vigorous activity" in the enforcement of the Federal Pure Food and Drugs Act as described in the circular issued on July 2 by the Secretary of Agriculture. This circular says in part:

"In April, May and June, 1912, more than five hundred cases were reported to the Attorney General for prosecution, including both criminal prosecution and recommendations for the seizure of adulterated and misbranded foods and drugs. This number is one-eighth of the total number of cases reported for prosecution since the Act became effective on January 1, 1907, is double the number reported by the Secretary to the Attorney General during April, May and June, 1911, and exceeds by more than twenty-five per cent. the number of cases reported during the first quarter of 1912.

"The number of cases reported was so large that it has been found necessary for the United States Attorneys in some of the large judicial districts to make up special calendars of food and drug cases and set aside several weeks exclusively for the trial of such cases.

"Secretary Wilson commended many of the United States Attorneys for their diligence in prosecuting the cases. The maximum penalty allowed for first offenses, that is, a \$200 fine, has been imposed on several defendants. The first jail sentences under this statute were imposed during this quarter.

"During the same period several thousand samples of foods and drugs offered for import into the United States were, upon examination by the port laboratories of the Department of Agriculture, found to be adulterated or misbranded."

Now for the other side of the case. This zeal, in a limited way is commendable, but it gives no hope of a greater display of real justice in enforcing the law, for it probably opens the door wider to the principal cause of complaint against the authorities, which long has been a menace to honest manufacturers. We refer to the haling to court of manufacturers upon mere technical infringements and the publication of the facts in such a way as to make it appear that offenses against the law had been committed, whereas acquittals really were recorded.

This phase of Federal Food Law enforcement is treated at length in the recent annual report of Mr. Thomas E. Lannen, counsel for the National Confectioners' Associa-

tion. Mr. Lannen's report actually deals chiefly with confectionery cases, but the principles at stake concern all industries affected by the law. These extracts are especially pertinent:

"The Secretary of Agriculture of the United States is charged with the enforcement of the National Food Law. Among other things the law provides that after a judgment of a Court notice shall be given by publication in such manner as may be prescribed by the rules and regulations made for the enforcement of the law. The Department of Agriculture publishes those notices. They are sent throughout the length and breadth of the land. They are published and republished in papers, journals and magazines, and the circulation they have must be enormous. It would seem to be easy to understand that through the instrumentality of these notices the power to injure a firm, or help such firm, is very great. The Secretary of Agriculture and the officials under him must know this fact.

"It would seem, therefore, that when they send these notices out to the people of the United States they should tell the people, as plainly as possible, the full facts regarding the result of a case; and that they should state as equitably and fully as their own, the cause of a citizen so unfortunate as to have been charged with an offense and give publicity to his acquittal to the same extent as they do to their own allegations of guilt against him. But this they do not do.

"I call your attention to a Notice of Judgment issued in December, 1911, No. 1197, purporting to state the result of a trial of a case against the J. D. Williams & Bros. Co., of Scranton, Pa., a member. It is headed in large, heavy black type 'Misbranding of Williams' Russian Cough Drops.' . . .

"Now, note the three lines at the bottom of the notice: 'On October 21, 1910, the case coming on for trial by a jury a verdict of not guilty was rendered by the jury by direction of the Court.'

"Why, I would like to ask, is this notice headed: 'Misbranding of Williams' Russian Cough Drops?'

"By what right did the Department of Agriculture send out to the people of the United States a Notice of Judgment the heading of which, so far at least as that particular judgment went, is absolutely false? Does the Department mean to have the people understand that food products shall be deemed as misbranded, not by what the courts shall find with respect to those products, but rather according to how the Department may see fit to classify them? When Congress authorized, or rather directed, that after judgment of the court notice should be given by publication, did Congress mean that the judgment of the court should be published, or that the notice thus to be sent out should be first of all an exposition of the opinion of the Department of Agriculture and the notice of the judgment of the court only a secondary thing? Congress surely never intended this.

"If this Notice of Judgment had to stand the tests laid down in the National Food Law for misbranding, there is not, in my opinion, a court in the country today that would hesitate to condemn it as misbranded. If an article of food were branded in the manner this notice is branded, there probably is not an official connected with the Department of Agriculture that would not condemn it in a moment. About the most conspicuous wording of this notice is absolutely false in so far, at least, as the judgment in that case was concerned, and the notice purports to be a statement of the judgment of the court in that case. About the least conspicuous reading matter in the whole notice, and the last three lines of the notice, is the reading matter that tells the fact about the judgment. This is surely misbranding under all the canons of construction laid down by the food officials for construing labels.

"The Department that sent that notice out should, in my opinion, be held to be just as guilty of making false and misleading statements as any food manufacturer in the United States who has ever been convicted of misbranding food. That notice does not do full justice to the defendant in that case, but on the contrary it does an

injustice, and the Department of Agriculture has no right to send out to the people of the United States a notice calculated to mislead them to the detriment of the defendant in that case. That Notice of Judgment should have been headed in the same size of type in which it is now headed with the words, 'Williams' Russian Cough Drops Not Misbranded,' or in some other plain English words that would tell the truth about that judgment, so that the ordinary person reading the headline could tell at a glance what the judgment was—and it should be borne in mind that in this busy day and age there are many people who do not take the time to read much further than the headlines of publications like this.

"It might be charitable to assume, if we could, that this Notice of Judgment on the part of the Department of Agriculture was worded as it is through a mistake or lack of due care on the part of some one who got it up. But a consideration of the form and wording of other Notices of Judgments issued by the Department of Agriculture of cases in which that department suffered defeat in the courts shows that it is by no means an isolated case. If we are to judge that department in this matter as they judge the food manufacturers, we cannot accord to the department the benefit of the doubt. A careful reading and study of other Notices of Judgment similar to this would tend very strongly, it seems to me, to lead one to the conclusion that this Notice of Judgment was published with full knowledge of what they were doing, on the part of the officials who got it up, and was worded as it is for the sole purpose of attempting to give the people to understand that the product is misbranded even though the court has said that it is not.

"The wrong perpetrated by this Notice of Judgment against the defendant is of a double nature: First, the title of the notice is false and the greater part of the statement of the case is so worded as to be all in favor of the government; and, second, the statement of the real outcome of the case is entirely too meager and wanting in facts. It simply says that by direction of the court a jury returned a verdict of not guilty. But it fails to say or indicate in any way why the court directed the jury to find a verdict of not guilty. A person reading this notice might very easily be led into the conclusion that there was some technical error in the proceedings by which the defendant escaped, to the great outrage of justice! Perhaps the United States Attorney forgot to dot an 'I' or cross a 'T' in the indictment or information and the court considered that a fatal error and let the defendant go? Perhaps the case proceeded merrily along and all of a sudden one of the government's witnesses was taken violently ill and he was the only witness who could identify the sample? Or perhaps the records of the shipment were lost and the government was unable at the last moment to prove the actual shipment of the product in interstate commerce? A dozen reasons might suggest themselves to the ordinary person as to why the J. D. Williams & Bros. Company escaped condign punishment for having shipped 'misbranded' Williams' Russian Cough Drops. Why didn't the government tell the facts about the matter? I am quite sure that I cannot tell from this Notice of Judgment why the court directed a verdict of not guilty and I would like very much to know that fact.

"The people are entitled to information on this subject if these Notices of Judgment are going to carry out the purpose that Congress had in mind, namely, that the people should be informed as to what products are illegal and why they are illegal, and what products are not illegal and why they are not illegal. You may rest assured that had this product been found to be misbranded the Notice of Judgment would probably have stated with great detail the reason why the court found the product to be misbranded.

"The government officials ought not to be permitted to hound any firm as the foregoing notices indicate they hounded that company. There ought to be an end to litigation sometime. When an attorney gets through trying a case and loses it he always feels that he would like to have another chance so that he might try the case a little better and do some things differently from what he did in the last trial. And no doubt this is the way the govern-

ment officials feel. But the difference between the practicing attorney and the government officials is that the attorney knows very well he cannot relitigate the case unless he can get the Judge to give him a new trial, while the government officials simply take advantage of their power to start cases against a firm, and seize another shipment of the same goods so that they may have another trial of the same facts on which they have lost, and try out some new ideas against the poor defendant who is thus being persecuted. This ought not to be tolerated in a Republican form of government where there is not supposed to be any privileged characters.

"The official offending against the rights of citizens should never go unpunished, and the punishment should be in keeping with the position held. Once upon a time there was, I believe, an English king who conceded to persons of noble birth a mark of distinction over persons of humble birth in the manner of inflicting punishment allotted them. Some such distinction, with modifications to suit the offense, should be accorded today to officials who abuse the power reposed in them by law. The concession of the English king was that when an offender was a person of noble blood he might be accorded the distinction of having a little higher gibbet from which to be hanged."

FOOD LEGISLATION AT WASHINGTON.

As we go to press with this issue the outlook at Washington for the passage of amendments to the Pure Food and Drugs Act of June 30, 1906, is considered extremely dubious. The Richardson bill, to which more attention has been given than to any other measure in this direction, still is reposing in the Committee of the House on Interstate and Foreign Commerce, although persistent efforts are being made to get a vote on the bill so that it can be reported to the House. Representative Richardson, who is acting chairman of the committee, has been working hard to get his bill through in perfected form, but at last accounts he was by no means sanguine of success.

Chairman Adamson expects to have at least one more full meeting of the committee before adjournment, but there is a mass of other prospective legislation, most of it of more importance than the food law amendments, to be considered. The Richardson bill, in its final form, has not yet been drafted. The subcommittee, it is said, is in favor of rejecting the proposed amendment providing for variations in standard weights, etc.

REDUCTIONS IN EXPRESS RATES.

Good news for the members of the Manufacturing Perfumers' Association was given in the recent edict of the Interstate Commerce Commission which ordered sweeping reductions in the charge made for the transportation of goods by the thirteen great express companies doing business in this country. The cuts in tariff will average 18 per cent. and in some instances the figure is as high as 40 per cent. The fight against the outrageous monopoly of the express companies has been waged for years and seemed to be interminable. The Manufacturing Perfumers' Association has been putting in hard shots at the system and the

action at last by the government is no doubt due in part, at least, to the earnest efforts of Mr. Ingram and his associates on the committee which has had this subject especially in charge.

The new schedule will not go into effect until October, but the victory has been won and the fruits may remain untasted for the short intervening period without causing much concern.

NATIONAL CHAMBER OF COMMERCE.

With progress being made in Congress toward the enactment of a bill incorporating the National Chamber of Commerce great encouragement is held out to the manufacturers and business men of the country who desire a central body which can deal with matters affecting their interests that are subjects of legislation at Washington. In the perfumery, soap and other industries it has been felt for a long time that efforts to obtain remediable legislation and prevent unjust reprisals would be furthered if some strong central body could take up the fight.

The preliminary meetings of the persons interested in this movement gave great hope of a successful outcome and with the active aid of government officials its ultimate establishment and usefulness are certain to be productive of much good.

PUSHING THE PROSPERITY CHARIOT.

Governor Wilson, one of the nominees for the Presidency, declares in one of his recent speeches that business and politics are not separable. He regrets the condition, but, facing it, asserts that stability is the underlying foundation of National success. This speech of Dr. Wilson, since his nomination, gives hope that the outcome of progressiveness, should he be elected, will not be a disturbing factor in business. President Taft's attitude has been made plain by his acts. Both parties have made declarations regarding the tariff. The tariff and the high cost of living undoubtedly will be the chief issues in the campaign, although there may be some diversion should the personality of former President Roosevelt be injected into the fight in his attempt to go the Father of his country one better and obtain a third term.

We are not going to advise our readers how to vote. They all are too intelligent to be swayed in that matter. But we do insist on urging them to treat the presidential campaign as a side issue and attend to business first. If politics and business must be mixed let Business, with a big, B, be first. Much of the dullness in trade in previous presidential years has been due to reversing the proper proportion. With either Taft or Wilson as President there does not seem to be any danger of destruction to the country. Both

men are level headed. Both are progressive in the sense that they wish to increase the prosperity of the country. They may not agree on methods and means, but either one will do the best he knows how.

Subsequently we may take up the question of the party platforms, but it is not necessary now. Platforms are all very well, but the men who carry out the principles are the main issue. Letting platforms and candidates alone, our readers can best push along the chariot of personal and general prosperity by going ahead with business with as little regard as possible for the campaign.

CHEMICAL SCHEDULE BILL'S DEATH.

The defeat of the Chemical Schedule Bill in Congress was not altogether unexpected. The vote of 32 to 27 in rejecting the adverse report of the committee was typical of the entire performance. Perfumers, soap men and others interested were forced to go to Washington, lose their time and incur expense just because an ill advised and illogical raid was made upon a schedule of the tariff in which they are interested. In the debate in the Senate the bill was liberally criticized and slightly modified.

Senator Smoot hit the nail on the head when he declared that the measure was not based on adequate information and that it favored the trusts. Senator Heyburn, of Idaho, offered some strong arguments and Senator Johnson, of Maine, made a long speech against the bill, in which he said:

"House bill 20182 also makes a large reduction in the duty upon soaps, that upon common soaps being reduced from 20 per cent. to 15 per cent. ad valorem, but not less than 1 per cent. per pound, and upon medicinal soaps from an ad valorem of 73½ to 30 per cent., and upon fancy or perfumed soaps from 50 per cent. ad valorem to 40 per cent. ad valorem, but not less than 20 cents per pound. While we imported in 1911 common soap to the value of \$68,806, we exported soap of the same class of the value of \$2,305,010. Of toilet or perfumed or fancy soaps we imported in the same year \$380,472 worth and exported \$1,741,171 worth. As the production of soaps in this country amounted in value to more than \$100,000,000 in 1910, there is no danger that this industry will be ruined by the new rates. A heavy reduction has been made in the duties upon sodas and glycerin, which enter largely into the manufacture of soaps, which will nearly offset the small duty that has been imposed upon some of the oils which enter into their manufacture."

There will be no further effort to tinker with the tariff until after the new Congress meets on March 4 next, in all probability. The session of the present Congress beginning in December will doubtless be too much occupied with other matters to try to resurrect this disturbing factor.

FOOD OFFICIALS REJECT DR. WILEY.

An effort was made at the meeting of the Association of American Food and Drug Officials, held this month at Seattle, Wash., to indorse the policies and work of Dr. Harvey W. Wiley, late chief chemist of the De-

partment of Agriculture, but it was defeated, 44 to 42. One of the two votes which defeated the resolution was cast by B. H. Rawl, chief of the Bureau of Food in the Department of Agriculture. The defeated resolution was as follows:

"Recognizing in Dr. Harvey W. Wiley, the nestor of pure food activity in America and the leader in charge of the national food and drug act, this convention expresses to Dr. Wiley its warm appreciation of his unswerving devotion to the consumer's welfare and the value of his constructive work in many branches of agriculture and chemistry."

Comment is unnecessary.

Mobile, Ala., was chosen as the next place of meeting and the following officers were elected: President, Llewellyn Davies, of Seattle; secretary, W. M. Allen, North Carolina; treasurer, W. F. Potter, Connecticut.

CONGRESS OF APPLIED CHEMISTRY.

The programme for the Eighth International Congress of Applied Chemistry has been issued and is available for the members. The sessions will be held both in New York and Washington from September 4 to 13 inclusive, and the arrangements for business and other sessions, including entertainment, will be published in our next issue. Aside from the scientific interest in the papers the members will be hospitably entertained and the excursions will include notable points of interest. President Taft will preside at the opening meeting in Washington and Mayor Gaynor will welcome the members at the beginning of the proceedings in this city.

CORRESPONDENCE.

"We are constantly in the market for good perfumes. Could you send us a catalogue or book of some reliable perfume manufacturer?"

We have received the above letter from a Western manufacturer of flavoring extracts who evidently wishes perfumes put up under his label. Catalogues sent in our care, with additional postage for forwarding, will be remailed to the inquirer.

The bill introduced by Representative Stephens in Congress to impose reciprocal rules for foreigners seeking American patents and trade marks is based on a proper appreciation of relations between this and other countries. It will scarcely be passed at this session, but something like it ought to have been enacted long ago.

Terpenes in Bergamot Oil.

The adulteration of bergamot oil with terpenes and certain synthetic esters naturally reduces the amount of fixed residue present. In order to adjust this figure so as to deceive the analyst, certain non-volatile substances are being added to adulterated oils. It is well to remember that the natural fixed residue of bergamot oil has well-defined characters, and the refractive index and saponification value should be determined. Hydrocarbon wax is being employed for the purpose, and this is easily detected by its lower refractive index and its unsaponifiable nature.

A Muddled Tourist.

Absent-minded husband (in Paris): My wife asked me while I was out to get her some *eau de cologne*. Now what the deuce is "*eau de cologne*" in French?—*Boston Transcript*.

CHARACTERISTIC PERFUMES AND THEIR PRODUCTION

By H. MANN

In perfumery a distinction is made between flower-odors and fancy perfumes. The first are found in the odor of flowers, as they blossom in God's free nature, or are cultivated, as the finest specialties, in greenhouses, in which case, it must be admitted that some of the most beautiful flowers lose their choicest perfume. The other perfumes owe their origin to the more or less fortunate fancy of the perfumer. While as a general thing, the flower perfumes enjoy the preference, a whole series of handkerchief perfumes of the fancy scent group, have attained remarkable success. We need only recall Crab-Apple, Jockey-Club and Ess-Bouquet as the representatives of the oldest perfumes of this series, and Ideal, Divinia, Trèfle incarnat, Camia, Pompeia, and many others, as the latest and newest fancy perfumes. Between these we find still another group, that really forms the connecting link between the trio; this is the group of perfumes, which, while bearing the name of a flower, as a matter of fact and strictly considered have nothing in their odor in common with that of the flower after which they are named; either because these flowers have no fragrance or for the reason that they present so charming an appearance that perfumers, bearing this in mind, have dedicated a perfume to these children of Flora which combines actuality with fancy. We find this in the case of oleander, chrysanthemum, and strictly speaking also in that of Trèfle incarnat, although the latter odor always somewhat resembles that of the trèfle (clover) blossom. In this third group, while following nature as closely as possible, a very free rein has been given to imagination.

By means of the flower oils, the natural products, as well as the productions of the perfume factories introduced in the market as compositions which latter owe their origin to the most painstaking study of the odors of flowers and their components, the perfumer is placed in a position to produce readily the flower odor which the public or fashion demands and of very excellent quality. At his command are the odoriferous substances and perfume bearers obtained from the flower itself, in the form of pomades, concrete essences without wax, liquid and semi-liquid essential oils, so that he can always work with successful results. If, however, these substances extracted from the flowers are insufficient for the production of a particularly strong perfume, or if these extracts and odoriferous substances are too expensive for this or the other purpose, the perfumer can have recourse to the strongly odorous substances, produced by the synthetic method, with the help of which he should certainly be able to give satisfaction in every respect.

Among the scents extracted from the flowers themselves there are, at his disposition, the odors rose, violet, orange, mignonette, "full" flower tuberose, jonquil, cassie, mimosa, jasmine, capricine (nasturtium), and honeysuckle. To this may be added the essential oils likewise obtained from natural sources—from plants and parts thereof—by distil-

lation—the number of which increases from year to year, and the quality of which, owing to the researches of perfume chemists, is constantly improving. They all afford the perfumer assistance that must not be underestimated in the production of flower-perfumes, as well as fancy scents. In former years, they have been all he had to depend on, outside of the infusions of pomades, when it came to the production of strong flower-perfumes. Further, the perfumer has at his call the fine flower oils, representing imitations of natural flower odors based on exhaustive research. Their number is already quite large, but additions are being constantly made to them, including old products materially improved. In addition to all these natural aids, he has the synthetic and wholly artificially produced odoriferous substances to draw on.

The flower-odors can therefore be consistently produced on the natural bases. On these the infusions, the solutions of concrete essences, etc., the building up is done either by the employment with them of the flower oils, or by the addition of essential oils, adapted to the current odor scale, by crystalline odoriferous substances, etc.

It is otherwise with the fancy perfumes. Although here also the same substances contribute to the base, the perfumer is not restricted in any definite direction and can mix the odors together, in accordance with his taste and which as he believes will produce something fine. In this manner the so-called characteristic perfumes originate, the reproduction of which, in most instances, involves very great difficulties. For the possible composition of the fine handkerchief perfumes, there is necessary, in addition to a good nose and great experience, also a considerable share of good luck, if the perfumer expects to succeed in producing, true to sample, a perfume characteristic in itself. It is much easier to create these characteristic perfumes entirely new, the perfumer must have only a sufficient inventive faculty and a definite experience in the combination of suitable substances. He must know the properties of the various odoriferous substances in combination with others, otherwise he is only too likely to add together those which, as a result of this combination, will counteract one another. In this the art of the perfumer consists and this is the part of his work that is not so easy to learn and which is due to experience and a special talent. But even the production of new characteristic perfumes always requires much time and trouble, for the separate effects must be tested, and then too the perfume is only too likely to change in keeping and develops, after a time, something entirely different to what was intended, either in a good or bad respect.

Characteristic perfumes are produced by adhering to odor effects that are in themselves characteristic and peculiar. Such an odor is that of sandal-wood. With it, by the addition of other odors, very characteristic perfumes may be produced. The rose odor is especially well adapted to be worked up with sandal-wood oil. A commencement is made with a natural rose base, with some tuberose and neroli, with which oil of sandal-wood can be used in liberal quantities, to which again is added some

vanilline, fine ylang-ylang oil in small quantities, and some fixing agents like musk, civet and benzoin. The rose foundation is strengthened with some genuine rose oil, but care must be taken to keep the addition within proper limits, otherwise, with the advent of cold weather, it may happen that the rose oil, under the influence of cold, will congeal the entire mixture thereby becoming cloudy.

Most of the characteristic perfumes are made up of a long list of components, the natural reason for which is that in working out the separate scents, there always occurred to the creator of the perfume, the recollection of a specially suitable odor, which was then added to the existing mixture. In this manner it must be admitted that entirely different effects are often produced, but these, with suitably fine general odor, are always willingly adopted and retained. If we consider, for instance, characteristic perfumes that nowadays have a large sale, we find among others that the Pompeia perfume, and with it other scents having a similar odor, may be prepared with an odoriferous substance that is not freely marketed. It is possible, for instance, by the use of costus-root oil, that the fragrance may be approximately obtained, but there is still something left to be desired. With a base of good moss infusion, a beginning might be made and then rose odors added. Sandal, bergamot, jasmine, ylang-ylang oil, geranium oil, coumarin and fine lavender oil, will also help to enrich the perfume; then, with the aid of trèfle a certain shading may be obtained, which, with the combination of small quantities of costus-root, will come very close to the original. Some vanilline, infusion of musk and finest infusion of civet must be employed, in combination with siam, benzoin, as fixing agent, and especial attention must be bestowed on the subject of the proportion of civet. Possibly traces of glacial acetic acid may likewise be introduced, to bring out a certain piquant tendency.

A perfume of the nature of Divinia should be built on a rose base, there being added vanillin, sandalwood oil in a very small quantity, and neroli. Musk, moss and benzoin furnish the fixing agents. From these two surveys it may be seen that these perfumes all tend in the direction at present prevailing, that, however, in the respective quantity in which the various odoriferous substances are used, the differences are to be discovered on which we realize anew how difficult the imitation of such characteristic fancy perfumes is. With this must also be considered that only too often a newly brought out perfume is to a certain extent an imitation of one that has previously been introduced, just as between the well-known perfumes Camia and Pompeja, certain resemblances may be detected by close study and finally there is in all of them again a slight reminder of the Trèfle incarnat. To say that this or that characteristic perfume is absolutely of such or such composition would be a bold undertaking, we can always only point to indications to to how the perfumer may possibly obtain a similar product. For so many factors come into play here, the price, the age of the available sample, etc., that in imitating it we are only too likely to be mistaken.

Another important point in the imitation of characteristic perfumes must not be overlooked. Ordinarily the reproduction must be accomplished in the shortest possible period for the customer is waiting for it. The creator of the article on the other hand was allowed plenty of time to occupy himself with this new perfume, not yet placed on the market. No one hurried him and sometimes perfumers work for months on such specially fine products,

conscientiously testing the effects of all possible ingredients and taking, from that which is good, only the very best. Those, therefore, who wish to or who must turn their attention to such reproductions should, above all, take plenty of time, if they expect to produce good results.

Another characteristic perfume is the Eau de Lubin, although this is one of the perfumes the composition of which dates back to old times and which is not likely to be so complicated. With infusions of tolu, benzoin and fine orris-root, combined with musk, oil of bergamot, ylang-ylang oil and some vanilline, cut with pure cologne spirit, a good competing product may be obtained. It is, of course, necessary here to test out the various gradations of the components in order to create a really successful whole.

A few foundation substances may be mentioned that are well adapted for the building up of characteristic perfumes. Thus primarily, oil of cassie flowers, also trefol (salicylic acid-methyl-ester); aniseed oil is another odoriferous substance which we do not customarily seek or find among the other substances used and which, however, in combination with the proper effects, is capable of producing very fine gradations. The same applies, as already stated, to costus-root oil and also to vetiver oil, more especially referring to the Java vetiver oil, which is contained in quite a number of the most up-to-date perfumery creations. With orris oil too, as *characteristicum*, very fine affects may be produced, also with oil of lavender in connection with strong moss products and rose products, petitgrain oil also comes in for consideration here under certain conditions.

As *characteristica* the aldehydes that have recently come into the market, such as decylaldehyde, undecylaldehyde, dodecylaldehyde, etc., may also be adopted, but experiments with them are now only in progress so that it is not possible as yet to form a decided opinion. Attention must also be called to niobe oil (benzoic acid-methyl-ester) in speaking of characteristic perfumes, for with this substance, too, gradations may be produced, the origin of which we shall seldom be inclined to seek in this cheap odoriferous substance.

From all this may be perceived that to the inventive perfumer it should not be difficult to produce very fine characteristic perfumes and when he understands how to skillfully disguise the actual characteristics of his creations, and those who would or might imitate his perfumes will find it a very difficult undertaking.

SOAPS.

Alkali soaps; Hydrolytic dissociation of — in alcohol-aqueous solutions. D. Holde. Z. Elektrochem.

Although it has been shown that the higher fatty acids may be titrated with caustic alkalis, in the presence of 40 or more volumes per cent. of alcohol, the fatty acids can be extracted from such neutralized solutions to an appreciable extent by means of an immiscible solvent, unless the proportion of alcohol be increased to at least 80 per cent. Accurate alkalimetric determinations of these acids must, therefore, be carried out only in homogeneous systems (such as, benzene-alcohol, ether-alcohol, etc.) or in a non-homogeneous system, in which the soap solution contains, after the titration, 80 volumes per cent., or more, of alcohol.

PREPARATION OF THE OILS OF THE AGRUMI

It is common knowledge that the oils of the *agrumi* are prepared by expression from the peel. Frequent attempts have been made to find another method of manufacture, but so far without success. The advantage of the present process is that the oil which is gained by expression from the peel conserves in its entirety its pure natural aroma, whereas ordinary steam-distillation (under atmospheric pressure), yields an oil possessing a different odor and of inferior quality. On the other hand the disadvantage of the expression-process is that it requires so much human labor. A further, and in our view a still greater, drawback is that this process leads to the waste of enormous quantities of oil, for it is obvious that by expressing the oil from the peel into a sponge, and again squeezing it out of the sponge into a vessel, only a portion of the oil expressed, and probably only the smaller portion, is actually gained.

The subject is one of not inconsiderable financial importance for Italy. The average annual exports of the oils in question from 1899 to 1908 inclusive amounted to 934,952 kilos, representing a value of 15,350,737 lire¹. In 1909 and 1910 they were smaller: 629,897 kilos (value 11,570,810 lire) in the former and 604,299 kilos (value 11,676,575 lire) in the latter year. In some, but probably only isolated, instances, attempts are made to reduce the loss in handling by distilling the expressed peel with water, but, as stated, this method only yields an inferior oil.

Recently, however, Patané and Carelli² have published a report on a new method of working-up lemons which have been proposed by Professors Peratoner and Scarlata. This process has been patented by the two professors and is published as an essay in the competition for the prizes offered by the *agrumi*-industry for the best solution of the problem. It consists in cutting up the lemons into small pieces, and pressing them so thoroughly that the juice, in exuding, carries with it the oil which is liberated by the bursting of the cells in the peel. The acid liquid is then subjected to distillation under diminished pressure at a distilling-temperature not exceeding 60 degs. The distillation-residue from which the oil has been removed is worked-up for lemon-juice.

Professors Patané and Carelli have applied their process experimentally at the Chemico-Pharmaceutical Institute of the University of Palermo, and have compared the results obtained by them with those which they obtained by hand-pressure by the old method. Parallel tests yielded, by distillation 0.12 and 0.136 per cent.; by hand-pressure 0.115 and 0.16 per cent. So far as the yield is concerned there is therefore no very marked difference between the two methods.

The idea of working at a low distilling-temperature is quite correct, for when the oil evaporates between 50 and 60 degs., a temperature at which not even the albumen in the cells coagulates, the distillate preserves the pure aroma of the fruit. There will of course remain a slight, although perceptible difference between the odor of this oil and that which has been obtained by pressure, be-

cause the expressed oil contains several per cent. of non-volatile waxy substances in solution, which temper the sharpness of the aroma.

Being familiar with the injurious influence of high temperatures upon the oils in question, we have for many years past only rectified lemon oil, orange oil, and bergamot oil at the low temperature of 40 and about 50 degs.

One objection, however, we must be allowed to make against the process of Peratoner and Scarlata: the yield of oil is too low. In our view it is a matter of prime necessity that, even if perhaps not all the existing oil is recovered, at any rate the yield should be materially higher than it is in the hand-pressing process which is now customary. On the other hand the simplification of the process, although it may also be useful, is of decidedly secondary importance.

With a view of obtaining positive information on the possibility of an increased yield we have procured a large quantity of freshly-gathered lemons, with which we have made several experiments in distilling. We relate below the result of our experience with that method of manipulation only which produced the best results:

The yellow layer of the peel, which contains the essential oil of the lemon, is removed by peeling. The thin peel which is thus obtained is shredded and bruised mechanically as small as possible. The oily paste is liberally diluted with water and the resulting thin mass is distilled without previous expression, at between 50 and 60 mm. pressure, until the distillate contains not a drop more of oil. All direct heating with steam-jacket vapor during the distillation must be avoided, and only steam of any desired pressure which passes directly into the liquid should be used. It is not necessary to cohobate the resulting water of distillation; it may be used instead to dilute the paste in the next distilling-operation.

By this process we obtained from the lemons 0.3 per cent. by weight of oil with a pure odor, possessing the following properties:

$d_{400} \ 0.8551$, $n_D^{20} + 55^\circ 30'$ (n_D^{20} of the initial 10 per cent. of the distillate $+ 48^\circ$), citral 3.4 per cent.

$d_{400} \ 0.8547$, $n_D^{20} + 56^\circ 22'$ (n_D^{20} of the initial 10 per cent. of the distillate $+ 50^\circ 4'$), citral 4.5 per cent.

The higher the distilling-temperature maintained, the more favorable is the course of the distillation, and the easier it is to increase the output, but at the same time the more the aroma of the oil suffers. On the other hand, a low temperature ensures the purity of odor of the oil, but it also renders the evaporation more difficult, with the result that a smaller proportion of oil, and especially of the less volatile citral, distills over. The most favorable temperature is perhaps about 50 degs., or (when the temperature of the condensing-water is over 20 degs.) nearer 60 degs.

Care should be taken to render the distilling apparatus, the condenser and the receivers, as nearly air tight as possible in order to prevent the air-pump from sucking up

¹ Report April 1910, 48.

² Bollettino del Ministero di Agricoltura, Industria e Commercio. Anno IX, Serie C, Fascicolo 9, p. 21.

too much air through the apparatus, and thus to cause the wastage of oil by volatilization. For it must be remembered that every gallon of this air is also charged with a gallon of oily vapor saturated at the temperature of the water of condensation, and that this oily vapor is lost.

Owing to the low distilling-temperature the cell-walls of the raw material inside the still retain their natural turgescence for some little time, a circumstance which greatly retards the liberation of the oil from closed cells; hence it is absolutely necessary to disintegrate the peel so thoroughly that every cell is opened.

A yield of 0.3% equals more than twice that obtained by hand-pressing. We believe, however, that with some experience it will be possible to increase still further the output of oil by our process. With water-distillation under diminished pressure the less volatile constituents, especially when they are to some extent soluble in water, may easily escape evaporation. In the case at issue the valuable citral would thereby be primarily affected. It is certain that at 50 degs. only a very small proportion of the citral which has been dissolved in the water will evaporate. Therefore, too much water must not be used in diluting the peel-pulp. On the other hand it is necessary that the boiling mass inside the still should preserve a certain degree of fluidity in order that the inflowing steam may set up an undulating motion in it. For this reason we only distilled the thin upper layer of the peel, and not the entire peel—which would have been simpler and less laborious—because if the entire peel had been used the increased mass of distilling-material would have required the addition of a far larger proportion of water and would thus have kept more citral in captivity.

Possibly the above particulars may contain some useful hints for the improvement of the Italian *agrumi*-industry, but we feel it necessary to call attention to another very characteristic difference between distilled oil and hand-pressed oil.

It is common knowledge that oils of lemon and orange can only be kept in good condition for a very limited period, and that after some time they acquire a foreign, acrid odor. If they have been kept in a corked bottle, it will be found that the cork has been bleached pale yellow. Protected from light and air the hand-pressed oils, owing to their wax-like constituents, may be kept for more than a year, but not for several years. It is different with the wax-free distilled oils; their keeping power is much smaller. When the distillation has been conducted under atmospheric pressure by means of water, that is to say at about 100 degs., the oil begins to deteriorate after some weeks, or a few months. Oils of lemon and orange which have been distilled at about 50 degs. retain their pure odor for a longer period, but, according to our experience, scarcely as long as twelve months.—*Semi-Annual Report of Schimmel & Co., April, 1912.*

Adulteration of Lavender Oil.

Delphin has published notes calling attention to two new adulterants of lavender oil which he has found. One of these appears to be the esters of some of the acids of cocoanut oil. The other adulterant was the ester of phthalic acid. It was identified by the separation of the phthalic acid, which, when recrystallized, melted at 198.5 degs.

"COSTS" *

BY ROBERT E. HECKIN.

The object of our association is stated very plainly in our Constitution, as follows:

First—Co-operation, promotion, and protection of the business interests of its members.

Second—To foster and promote good will among its members.

Third—To assist in the enactment and enforcement of Laws which in their operation shall deal justly with the rights of Flavoring Extract Manufacturers and Consumers.

Personally, I can say that my own firm has profited to a far greater degree from its membership in the Flavoring Extract Manufacturers' Association than the small money it has cost us, or whatever effort any members of our firm may have given toward promoting the interests of our association.

We are assembled here today, a body of men, whose firms represent perhaps 75 per cent. of the flavoring extract manufactured in this country. We are here to get acquainted with one another, and to exchange information and ideas that will be of benefit to all of us. Our interests are in common, and I doubt very much if there is a man here before me who is satisfied with the profits derived from the manufacture and sale of flavoring extracts, at our present basis of cost, and the average selling price that we are getting.

The reasons are very apparent to anyone that is engaged in the business of manufacturing and selling flavoring extracts. In fact, the main idea for which our association was formed was from necessity. Some of our present members were not satisfied with what they were getting out of their extract business, and conceived the idea that if we had an association where our interests would be in common, this could be remedied, and we could all work together to our mutual advantage.

The subject to which I have been assigned is "Costs." I think you will all agree with me that as far as flavoring extracts are concerned, in putting them up in shelf packages, this subject is almost inexhaustible. In order to make my paper more interesting I took the liberty of writing some 25 members of our association, asking them to give me in detail the basis on which they figured the cost of their package goods. I regret to say that a large number of the firms to which I wrote did not reply, and to the ones who did I am deeply grateful, and I can assure you all that the firms I heard from were all firms who are large manufacturers of extracts, and while I will not give any names, I can assure you that they represent firms that are widely successful in the manufacture and sale of flavoring extracts.

I realize, of course, that many of us have not a sufficient volume of business in flavoring extracts to justify us in keeping as close a tabulated record of the costs of manufacturing our product as some of the

*Read at the recent convention of Flavoring Extract Manufacturers' Association.

larger manufacturers can do. There is one thing, however, that I would like to recommend, and that is, every man here should departmentize his business. By this I mean, open a separate set of accounts for each department in his business, and to explain briefly, I will illustrate as follows: Take your Extract Department, charge everything you buy for this department separately in a ledger account against the Extract Department; charge all labor and expense in conducting the department to this department; charge all incidental labor, such as foreman, superintendent, porters, to a separate account in this department; charge pro rata a proportion of your Shipping Department; a proportion of your light, heat, power, rent, insurance; in fact, charge everything that is an expense in the manufacturing of your extracts to your Extract Department. Separate your sales slips so that everything that is sold from this department is credited to it. In this way when you take inventory your Extract Department will show you absolutely what you have made or lost, from a manufacturing point of view.

You can go one step farther, and charge a proportion of your office expense, a proportion of your selling expense, to the Extract Department, and this will show you just where you stand.

As an illustration I wish to say that our firm are manufacturers and jobbers of Spices, Teas, Extracts, Baking Powders, and some grocers' sundries. For a good many years we conducted this business as an entire business. We always thought we made more money out of our Extract Department than any department we had. Some few years ago we departmentized our business, separated each department on our books, charged them with everything that entered into the manufacture of their products, and credited them with their sales. The very first time we took an inventory we discovered, to our surprise, that our Flavoring Extract Department paid us a smaller percentage of profit than any department we had. We were very much surprised to learn this, and I wish to state today that our Extract Department still pays us the smallest percentage of profit of any department in our business.

I do not know how many of you here before me conduct your business along these lines, but I will make this assertion, that if you will departmentize your business, just as I have outlined before, and keep a careful record of your Extract Department, I think you will find that you are making less money out of your Extract Department than you think you are, regardless of what you are making.

This is an important thing today, and I would urge you to consider this carefully, and if there is any way my own firm can be of assistance to you, I would be very glad to correspond with you after our convention.

Years ago business was conducted on much smaller lines than it is today. We are all spending more money today in the manufacture and sale of our products than we ever did before. It happens that raw materials are higher—bottles are higher—labor is higher—the selling expense is much higher, and the care and supervision we must give our flavoring extracts in order to be on the safe side of our Pure Food Laws, has all tended to increase the expense of conducting our business; and on the other hand we are not getting very

much more, if any, for our product, than we were some years ago.

It is possible to obtain an actual cost of the manufacture of our products. This can be done by careful records being kept, compared from time to time, and averaged. It is not possible to know just what profit you are getting out of your flavoring extracts unless you departmentize your business, for it is plain to be seen that if you charge every item of expense to your Extract Department and credit it with the sales, the difference is your profit. On the other hand, if you do not do this, while you have an actual cost of your product, you cannot tell what you are making out of it, even though you figure a profit on each sale. The profits may not be figured correctly, and where you have the actual profit figured on each order as it is shipped, you can compare the total profits as figured at the end of your year, and they should be within one per cent. of the actual profit, as shown on your books, by departmentizing your extract business.

I take it for granted that the majority of our members operate a similar business to our own, that is to say, that they sell both bulk and shelf goods in flavoring extracts, and perhaps have other lines of business that are associated with the extract business, such as spices, teas, coffees, grocers' sundries, soda water supplies, etc. I am sure that they are not manufacturing any other kind of product in which the loss in manufacturing is so great and the returns today are so small.

There are many items to be considered in the cost of flavoring extracts as follows: Wastage on corks, wastage in filling bottles, the fact that a one-ounce bottle will not always contain one ounce, but sometimes contains less, but more often more than one ounce; and owing to the fact that the bottles are transparent it is necessary to fill them, for regardless of their capacity, or marked capacity, the consumer expects the bottle to be filled up to the neck. We suffer a large breakage on bottles, which occurs in transit, coming to our factories, and breakage after they are in the house while being filled with extracts. We have a loss of wastage and spoilage on labels and cartons.

I have often thought we all buy our printed matter in too large quantities. We buy our quantities in order to secure a low price, and then in having them handled in the factory we lose and damage a considerable percentage of them.

Another item, which may be termed "loss," that everyone does not figure into the cost of his product is the actual non-producing labor, such as foreman, superintendent, and whatever porters are necessary to handle the goods. By "non-producing labor" I mean labor that does not bring us any actual return. This should be carefully itemized, so that it covers a certain percentage of the labor attached to manufacturing—say each gross of material. We will say, for instance, that you actually pay 20 cents per gross for filling, labeling, and packing your shelf extracts. This is what you actually pay to have these goods packed. We will say that the pay roll of actual producers in your Extract Department is \$100 per week. This \$100 per week is paid for the actual manufacturing of the goods, based on a piece-work rate of 20 cents per gross.

On top of this the expense in your Extract Department is as follows:

Rent	\$20.00
Light, heat and power.....	30.00
Insurance	5.00
Indirect labor	100.00
Percentage of superintendent's wages.....	30.00
Percentage of factory office expense.....	11.00
Percentage of depreciation on machinery, etc....	4.00
Total	\$200.00

You can see that this \$200 must be added to the 20 cents per gross, which you are actually paying for packing these extracts. This is equal to 200 per cent. of the pay roll in your Extract Department, and you would necessarily have to add 200 per cent. overhead expense to cover this non-producing expense.

No doubt most of our members have a complete record of actual overhead expense that is applied to the labor in manufacturing and packing flavoring extracts. To those who have not, I would suggest that they do not let a month go by until they ascertain absolutely what their overhead expense is, and then add this on to the labor cost in manufacturing and packing their product.

You will find that this overhead expense will amount to from 100 as high as 300 per cent. of the actual money you are paying out for making your extracts and for packing them in shelf goods.

This large figure may astonish you, but it is nevertheless true.

In conclusion let me add the data which some of our members so kindly gave me:

Wastage on corks ran as low as 1 cent per gross, and as high as 5 per cent., average 4 per cent.

Wastage in filling, average 1-ounce bottles, ran as low as 1 per cent. to gross, and as high as 5 per cent., average 4 per cent.

Breakage of bottles from less than 1 per cent. to as high as 10 cents per gross, average 3 cents.

Loss on labels, as low as 2 per cent., as high as 5 per cent., average 3½ per cent.

Loss on cartons, both wastage and spoilage, as high as 7 per cent. and low as 2 per cent., average 6 per cent.

These figures were given me by some of our members who do a large volume of business in our line, and I am frank in saying that our own firm have been using a much lower percentage of loss and wastage. We are investigating this, and I am sure that we have been figuring too low.

I would strongly recommend that our worthy president appoint a Committee on Costs that would devise, as far as possible, a Cost System that could be used by all of our members. It would be hard to arrive at these figures, inasmuch as the volume of our respective businesses differs so widely. In the printing business I know that their association absolutely dictates the cost system which shall be used, and that the members of their association use this cost system in figuring prices to their trade. The printers found out that in each one using a widely different system of costs that many times goods were sold at a loss, and there is no doubt that in our business, in the different ways we have of figuring our costs, some of us have sold

some goods at a loss—are doing it now—and unless we take some steps to remedy it, will continue to do it.

I would not say that it would be as easy to have as uniform a system of cost in the flavoring extract business as it would be in the printing business, or some other line of work, but it would be possible to show our members where they are figuring too low, and I know that none of us are too old to learn new ways, and that we would appreciate any information we could get. The idea of our Association is to assist us in a business way, and a committee as I have mentioned above would be of material benefit.

THE CLASSIFICATION OF SOAPS.

With the object of classifying different soaps on a commercial scale, the commission appointed by the Italian Union of Soap Makers has proposed to divide them in the order of their requirements. Gianoli reports as follows concerning the recommendations of the commission:

1. PURE SOAPS OF THE FINEST QUALITY.

(a) *Boiled Soaps*.—Hard, soft, floating, white and dyed, scented or unscented; not liable to change color or to become rancid; completely soluble in water and in alcohol; and constituted by a combination of soda and fatty acids when this is insoluble in sodium chloride solutions at 15 degs. Bé, i. e., free from oxy-fatty acids, and in which the total percentage of hydrated fatty acids, non-siccative, is not less than 60 per cent. Free from unsaponified glycerides, hydrocarbons, wax, alkaline and metallic soaps; not more than 0.3 per cent. free sodium hydroxide; not more than 1.5 per cent. total mineral matter; not more than 2 per cent. foreign organic matter (coloring matter, perfume or fatty acids of low molecular weight).

(b) *Resin Soaps*.—Boiled with not more than 15 per cent. of colophony, and otherwise corresponding to the requirement assigned to the preceding.

(c) *Mottled and Marbled Soaps*, in which the proportion of hydrated fatty acids is not less than 55 per cent., and the total free alkalies, carbonates, sulphates and alkaline silicates do not exceed 3.5 per cent.

2. CURRENT SOAPS OF INFERIOR QUALITY.

Hard or soft, plain or marbled, containing, or not containing, alkaline mineral detergents, organic or mineral fillings in quantities greater than 3.5 per cent. when the soaps contain 33 per cent. humidity—namely, soaps containing carbonates and alkaline silicates, talc, kaolin, asbestos, fossil flour, or sugar, starch, fecula, hydrocarbons, etc. Soaps manufactured cold or hot with fatty acid or glycerides of any nature, with or without resin.

3. DRY SOAPS.

Soaps which do not give more than 20 per cent. of water when exposed for three hours to a temperature of 105 to 110 degs. C. after being pulverized with 10 times their weight of powdered glass.

The soap classifications hitherto published have been generally based on the methods of manufacture. The above classification seemed to the Italian Commission to more nearly meet the requirements of the analyst and consumer. What the latter desires to know is the peculiar character of the soap he is buying, and not how it is made. Consequently, to satisfy the trade, the limits within which the composition may vary must be specified.

Patent for Montan Wax.

MONTAN WAX; PROCESS FOR PREPARING AN ESTER FROM.—Ernst Schliemanns Export-Ceresinfabrik. Ger. Pat. 244,786.

When glycerol is heated with montan wax, a glycerol dimontanic ester is produced in the form of a hard, white, wax-like substance, of m. pt. 80 degs. to 81 degs. C. It is soluble in the usual fat-solvents, and resembles carnauba wax in appearance and in its power to raise the melting point of fats and waxes of low melting point.

CITRAL AN UNRELIABLE INDEX IN EXTRACTS

By R. O. BROOKS, B. Sc., Consulting Food Inspection Chemist, New York City (Formerly State Chemist, New Jersey and Pennsylvania)

A test case under the Federal law of much more than usual interest, involving concentrated terpeneless lemon extracts, has recently been fought out in Detroit, Mich., which if permanently a victory for the government must bring an amaranth blush of shame to the numerous government experts present. From the simple standpoint of a violation of an analytical limit of a standard the case was hopeless for the manufacturers, and the latter deserve credit for fighting the unjust situation.

The product in question, an extract made from 31 to 34 per cent. of lemon oil by a very thorough shaking-out process (whereby objectionable terpenes are separated from the oxygenated flavoring constituents of lemon oil), was invented by the defendants thirty years ago; was justly considered by them to be six times the common 5 per cent. lemon oil product; and as they invented the original standard process and product it seems only logical that any legal standard should be set to accommodate their product.

Like other judges who, having been district attorneys, cannot bear to see a *small* manufacturer defeat the government in a court case, the judge presiding overruled every objection of the defendants' counsel (a leading attorney, twice Democratic candidate for United States Senator from Michigan); refused to admit factory records showing that every batch is made with at least 31 per cent. of lemon oil; and although the defendants' legal duplicate sample was broken while in the mail, refused to allow reports from the defendants' expert on four other samples of batches of identical quality, analyzing (as concerns citral) the same as the government's samples.

The view was taken by the prosecution that if 30 per cent. or more of lemon oil was used, that about 1.2 per cent. of citral (geranial), or six times the 0.2 per cent. standard for an ordinary terpeneless lemon extract, should be present, and the verdict will, no doubt, be that such a citral figure has not been attained as all analyses showed, but about two-thirds that value. As we have pointed out in several trade journals several years ago, it would be necessary to use about 50 per cent. of lemon oil to get 1.2 per cent. citral by a thorough shaking-out process, and we now have other explanations than the old one concerning magnesia filtration.

Of course by dissolving the right quantity of citral concentrations (terpeneless oils, etc.), any proportion of citral called for or imagined as necessary by some standard, can be obtained; in fact, it would have been very easy to have added any theoretical deficiency of citral in the above case had the manufacturers been dishonest as the scurrilous district attorney claimed. The simple facts, however, which the writer as the expert for the defendants in the above case was not allowed to state fully and not allowed to prove by analyses at all, are that like all other aldehydes citral (geranial) is far from stable and is not a reliable index for extracts made by processes involving agitation and aeration, as the original terpeneless extracts are made.

The following facts determined by the writer prove this contention: first, a sample of purest citral (geranial) oc-

asionally exposed to air (by opening bottle and pouring out a little) during a period of five years, but otherwise well protected, showed an acidity requiring for 100 grams, 700 cc. of tenth-normal alkali, equivalent to 13.2 per cent. geranic acid; while a sample of the latest importation of the same grade citral required but 40 cc. tenth-normal alkali, equivalent to but 0.75 per cent. geranic acid.

Secondly, a sample of terpeneless lemon extract made from the best terpeneless lemon oil, showed but 0.05 per cent. of esters (as ethyl geranate or as linayl or geranyl acetate), while samples made by shaking out whole lemon oil showed from 0.17 to 0.94 per cent. of esters, according to age. The oxidation of the aldehyde (citral or geranial) to acid takes place first and the ester formation continues after bottling. Ethyl geranate, which is undoubtedly formed by interaction of the geranic acid and the alcohol of the extract, is definitely stated by a competent judge to be fragrant (similar to esters generally), and it will be seen that the loss of the unstable citral really results in the enhanced flavoring value of the extract. There is no doubt but that citral in a terpeneless lemon extract, made as by the original shaking-out process and therefore the standard product, is unstable and should not be insisted upon as an analytical index of the per cent. of oil used, or as a standard requirement.

In lemon oil itself and to less degree in ordinary lemon extract, the terpenes undoubtedly act as a protecting "fixative" and the citral not being subjected to aeration, there is less oxidation. But for certain purposes the terpeneless extracts (probably best flavored when made by the original shaking-out process from whole oil) are preferable, and the unjust situation above described should be at once corrected and proper reparation to innocent manufacturers made.

GERMAN SOAP PATENT.

Ger., 232, 698, Dec. 10, 1907. Addition to 203, 193 (C. A., 3, 729). Gebr. Körting, Akt.-Ges. In the manufacture of soap powder, according to the principal patent, the soap mass can only be heated to the temperature corresponding to the boiling point at the pressure at which the soap mass is blown out. In order to reduce still further the H₂O content and to secure a certain degree of dryness in the powder, the liquid soap is first brought to the proper pressure either by a pump or by heating, while superheated steam or highly heated air is introduced at the atomizing nozzle, at which point mixture and dehydration are effected.

PEPPERMINT OIL.

PEPPERMINT OIL FROM THE CAUCASUS. J. Maisit., Arch Pharm., 249, 637-40.) Two samples of oil of peppermint, from one and two-year-old plants, respectively, cultivated in Caucasus, showed great similarity in comparison and general behavior, the constituents being: D 0.912 and 0.913; (a) D²⁰ — 17.42 degs. and 17.57 degs.; (a) D²⁰ — 19.407^m and 19.660 degs.; acid number 0.57 and 0.56. The free menthol content was 42.44 and 41.33 per cent., and the total menthol 49.17 and 50.07 degs., respectively. The rectified oil was more soluble in 70 per cent. alcohol than was the crude oil and a product meeting the requirements of the several pharmacopoeias can readily be produced.

TRADE NOTES

Among the members present at the recent Baltimore convention of the Flavoring Extract Manufacturers' Association were two whose names were inadvertently omitted from the printed list. They were:

American Trading Co., New York; represented by Mr. Xavier Dietlin.

Antoine Chiris Co., New York; Burton T. Bush.

Mr. Joseph Fels, the Philadelphia soap manufacturer, recently addressed the Chamber of Commerce of that city upon the single tax question, in which he is greatly interested.

After more than sixty years of active participation in the business that has been his life work, William G. Williams, dean of Michigan drug men, has announced his retirement as president and director of the firm of Williams-

Davis-Brooks & Hinchman Son, proprietors of the Michigan Drug Co. of Detroit and the Saginaw Valley Drug Co. Mr. Williams, who is 73 years old, has not been in the best of health for some time, but he has continued active work. Now, however, his physicians have prescribed absolute rest and his withdrawal from the business was formally consummated at the election of officers of the firm this month.

He is succeeded by Mr. James E. Davis, who has

been vice-president and general manager for years. Mr. Davis is the officer of the corporation who is best known to the perfume industry, for he has attended all the conventions of the association. He has been honored with the presidency twice and has been a member of the executive board since the beginning.

Mr. Davis is now at about the age that a business man finds his ripening experience and continuing vigor most nicely blended, and we anticipate, as a result, that the Michigan Drug Co. will continue to wield potent influence in its market. Mr. Davis is not a slave to the pursuit of wealth, and has always found time for communistic work in his home city, for the altruistic element in his nature is strongly developed. He is an ardent golfer, and many a champion of other courses has been humbled by the cunning of the Detroiter's drives and putts.

Mr. George V. Gross, of 25 Old Slip, New York, has been appointed American agent for A. Maschmeyer, Jr., Amsterdam, Holland, manufacturer of synthetics for perfumers, soapmakers, etc. Mr. Maschmeyer has just completed a trip throughout the East and Middle West, accompanied by Mr. Gross, visiting manufacturers and will shortly leave for home.

Mr. A. F. Kammer, of the New York office of the Carr-Lowry Glass Co., Baltimore, Md., who is one of the best golf players in the metropolitan district, led a field of more than one hundred in the qualifying round of the annual Fix Hills tournament recently.

Friends of Mr. Frederick F. Ingram, the well-known manufacturing perfumer, of Detroit, Mich., are getting up a boom to run him for Mayor of the city. He has taken a great interest in civic affairs and is an ardent advocate of the municipal ownership of street railways. Formal announcements of his candidacy for the Democratic nomination was expected at last accounts.

Mr. Richard N. Colgate, of Colgate & Co., sailed with his family for a European vacation on the steamship *Adriatic* on June 27.



JAMES E. DAVIS.



MR. AND MRS. W. J. TREVILLIAN, OF FREEPORT, ILL.

Mr. and Mrs. W. J. Trevillian, of Freeport, Ill., were June visitors to New York. They came here from Canada to conclude their honeymoon, and on the 22d left for home. They were married at the home of the bride, formerly Miss Vere Hyman, of Orangeville, Ill., on June 1. Mr. Trevillian is vice-president of the W. T. Raleigh Medical Co., Freeport, Ill., and gives his personal attention to the manufacturing department.

Mr. Willis H. Lowe, of Boston, Mass., returned to New York on June 15 on board the *Lusitania*, of the Cunard line, after having enjoyed a sojourn of six weeks in England and on the continent of Europe. He reports having had a very interesting tour.

Mr. Max Iserman, of Van Dyk & Co., New York, was taken sick with ptomaine poisoning in Wilkes-Barre, Pa., after he had been away for a few weeks. This compelled him to cut short his trip and return home, where he is recovering.

Mr. William J. Mooney, president of the Mooney-Mueller Drug Co., Indianapolis, was a visitor to the wholesale and manufacturing district in this city last month.

Mr. George Lueders arrived from Europe on the steamship *Kaiser Wilhelm II.* on June 18. He had planned to come on the new French steamer *France*, which was scheduled to sail from Havre on June 8, but it was held up by a strike of the crew.

In an interview with our representative Mr. Lueders said, "I spent some time in Geneva, but devoted most of my time to Paris and the Riviera. While I was in Grasse, the rose crop was being gathered, and it seemed to me that as the price of the flowers was on a decline, that rose products would be sold at lower figures this season than last year; but by the time I reached this country conditions had changed and the price of flowers had been forced up.

"In this and other instances it seems that the manufacturers in the United States should no longer make their plans on the results of the crops, available stocks or on equitable prices for flowers as a natural consequence; but that it is necessary for them to contend with the specter of speculation actuated and controlled by certain unidentified interests, which seem to devote as much time and attention to securing control of the crop or available stocks and influencing prices, as in operating within their legitimate sphere. These conditions did not exist in former years when the prices fluctuated within moderate limits, and certainly never were subject to the violent changes that now so often occur in a short space of time. Formerly, the manufacturer based his purchases on the reports he received about market conditions and the crops, while today he often has to work in the dark, for speculation may change conditions in a very short time, and cause an advance in prices, although the crop and available stocks of raw materials would perhaps warrant a decline.

"While I was in Paris, I spoke to some of the leading perfumery manufacturers and was amazed to learn of the enormous increase in the exports of French perfumes, particularly to the United States. This, of course, must be largely at the expense of the American manufacturers. It cannot be said that the quality of the French perfumes should be the cause of the increased business. In many instances it may be the more attractive style (which is characteristic with the French people), but the probable reason, no doubt, must be that the American public has a weakness for the name 'Paris.' So many hundred thousands go to Europe every year, and there is no doubt that the majority of them visit Paris and stay there for a considerable time. In this way the name Paris has always a sweet remembrance for them. In Paris, as everywhere, good and bad perfumery is manufactured, and I believe that a good deal of this Parisian perfumery might prove unsaleable if it were not for the label and the charm in the name 'Paris.'"

Mr. Edward Plaut, son of Mr. Albert Plaut, of Lehn & Fink, this city, started for Europe for a six weeks' pleasure trip on June 27, going as a passenger on board the steamship *Kaiserin Auguste Victoria*, of the Hamburg-American line. The younger Mr. Plaut is a graduate of Princeton University in the class of 1912.

The office of Oakley & Co. and Calisher & Co., the well-known manufacturing perfumers, has been moved from 500 Broadway to 18 East 17th street. In making this change they are following the trend of the wholesale business up town. In their new quarters they will have a commodious and well-lighted store and a roomy basement.

Mr. W. G. Ungerer, of Ungerer & Co., New York, is now on a Western trip, spreading the gospel of the house.

Mr. Charles Fishbeck, of the office staff of Ungerer & Co., New York, graduated from the New Jersey Law School, Newark, N. J., on June 27. He has devoted his evenings to this work during the last two years, and is therefore to be commended for his diligence.

Mr. Marion Speiden, of Innis, Speiden & Co., accompanied by Mrs. Speiden, returned on July 6 on the steamship *Cedric* from a two-months' trip abroad, in which he combined business and pleasure.

Mr. Henry Reitmeyer, of Reitmeyer & Co., London, Eng., owners of the Crown Chemical Works, is on a business trip in this country.

Mr. H. Gottschalk, Western traveler for Hymes Bros. Co., New York, has just returned from a successful trip.

Mr. Ben. Elson, of Elson & Brewer, Inc., New York, is keeping right at it during the hot spell. At last report he was in Chicago, where he has a large circle of friends.

Mr. F. E. Toennies, of Heine & Co., New York, has sent to us several souvenir post cards from cities he has visited abroad. He is now devoting his attention to new products of his firm at the laboratories in Leipzig. He will return about September 1.

Mr. Carl Schaetzer, of Compagnie Morana, New York, writes that he is sojourning at Swiss mountain resorts, and will be back in the early fall.

Mr. George Hall, President of the United Perfume Co., Boston, sent us a post card view of the old city of Cannes, France, where he remained for several days while on his way to Berlin, another objective point in his recent tour of Europe. Mr. Hall returned to this country on board the steamship *George Washington* on July 7.

Mr. Richard Hudnut, head of the well-known perfume house that bears his name, returned from abroad on the *George Washington*, July 7, and a few days later left for his Adirondack camp.

Mr. L. P. Lamoreux has left Armour & Co., Chicago, and is now attached to the sales department of Richard Hudnut, New York.

Mr. George W. Chapman, president of Chapman & Rogers, Inc., Philadelphia, Pa., recently purchased a fast motor boat which he will enjoy this summer in the waters near his cottage at Avalon, N. J.

Mr. Arthur G. Cailler, of Cailler & Co., essential oils, this city, has just made a tour of the Middle West. From Kansas City he sent to us a pictorial card showing the sunken gardens of that city.



WELCOME HOME DINNER TO JOHN BLOCKI—CHICAGO PERFUMERY, SOAP AND EXTRACT MAKERS.

The Perfumery, Soap and Extract Makers' Association of Chicago gave a welcome home dinner to their president in the "Rathskeller" of Vogelsang's Restaurant on Wednesday afternoon, June 19. The occasion was the return of Mr. John Blocki, the well-known Chicago perfumer, from a three months' tour of Europe.

The arrangements were made by the indefatigable secretary of the association, Mr. Edgar A. Weber, and everything, of course, went smoothly from Mr. Wood S. Rayburn's opening speech of welcome to Mr. Blocki and congratulations to the association, until the end of the entertainment, which lasted until late in the afternoon. Covers were set for twenty-four and there were present the following; the numerals referring to the portraits in the halftone illustration printed on this page:

(1) F. J. M. Miles, of Marshall, Field & Co.; (2) A. G. Spilker, of Ungerer & Co.; (3) Leighton Jones, of Edgar A. Weber & Co.; (4) Wm. J. Kelley, of Kelley & Knefler; (5) W. W. Baldwin, of Baldwin Perfumery Co.; (6) Ed. Long, of Sethness Co.; (7) W. A. Walsh, of Compagnie Morana; (8) Arthur G. Fox, of Siegel, Cooper & Co.; (9) George Eichenbusch, of Fritzsche Brothers; (10) Vernon A. White, of Pure Food Baking Powder Co.; (11) Charles E. Smith, of Pure Food Baking Powder Co.; (12) C. Brown, of Innis, Speiden & Co.; (13) Emil Voss, of James Kirk & Co.; (14) James B. Day, of James B. Day & Co.; (15) J. H. Newman, of National Aniline & Chemical Co.; (16) John O. Hart, of Wixon Spice Co.;

(17) H. Barthold, of George Lueders & Co.; (18) Henry Beck, of Dodge & Olcott; (19) Walter McNeil, of McNeil & Higgins; (20) Lyman Holsey, of Allen B. Wrisley Co.; (21) W. H. Shellman, of M. L. Barrett & Co.; (22) Edgar A. Weber, of Edgar A. Weber & Co.; (23) John Blocki, of John Blocki & Son; (24) Wood S. Rayburn, of Raydith Perfume Co.

Mr. George F. Merrell, vice-president, has just returned to Chicago from a pleasure trip to New Mexico, and told some wild fish stories. Trout 14 inches long were common, and lengths ran all the way up to 22 inches. There must be something in the New Mexico mountain streams that makes trout grow, for our experience with Mr. Merrell constrains us to take his word absolutely, even in regard to the fish he has caught. A new member of the club is the ever-general "Adonis" Smack, of Thurston & Braidich, New York, the well-known vanilla bean house.

There are 429 establishments in the United States in which perfumery and cosmetics are manufactured, according to census statistics.

Mr. Frank Van Slyck and Mr. R. P. Buchanan, traffic managers, respectively, of the Globe Soap Co. and Procter & Gamble, both of Cincinnati, Ohio, recently attended a rate meeting at Chicago to obtain adjustment of the rate on low-grade grease.

Two fires, five hours apart, broke out recently in the offices of the Larkin Soap Co., 23d and Arch street, Philadelphia, but fortunately both were discovered in time to prevent much damage.

Mr. J. M. McCahill, of Fruitvale, Cal., recently visited Richmond, in the same State, with a view to moving his soap factory to the latter place.

A boiler exploded recently in the soap factory of Lautz Bros. & Co., Buffalo, N. Y., seriously injuring two workmen, but doing little other damage.

Rockhill & Vietor, New York, agents for Franz Fritzsche & Co., Hamburg, call special attention on page XX, to a new synthetic geranium made by F. F. & Co.

Price current and bulletin of Ungerer & Co., New York, August-September, 1912 (Vol. VI No. 1.) This is an interesting addition of Ungerer & Co.'s complete descriptive price list. Seven pages are devoted to reading matter and the remainder to the products offered to the trade. Two articles of prime interest are "The Extraction of Perfumes from Flowers with the aid of Volatile Solvents," by Dr. E. Charabot, and "Perfume Value in Pomade," by Dr. I. V. S. Stanislaus.

Southerland Medicine Co., Paducah, Ky., expects to have its large, new plant in operation about September 1.

Lehn & Fink, chemists and wholesale druggists, New York, are renovating and decorating their offices at 120 William street, New York. Life size paintings and photographs of distinguished chemists and pharmacists will ornament the walls.

A petition in bankruptcy has been filed against the U. S. Mer-Ja Chemical Co., manufacturer of dental preparations at 110 West 14th street, New York, by these creditors: Standard Specialty & Tube Co., \$474, and Lahey-Daley Co., \$195. Judge Hough appointed W. C. Low receiver. Liabilities are \$5,000 and assets \$900. Richard C. Forhan is president. The company is the holding company for the stock of the U. S. Mer-Ja Chemical Co., of Colorado.

In *Foreign Trade Opportunities*, on file in the Bureau of Manufacturers, Washington, D. C., No. 9069 relates to an exporter of castile soap in Greece who is desirous of entering into direct communication with importers of that article in cities along the Atlantic seacoast.

Mr. C. S. Dorst, secretary of the Sanitary Soap Co., Cincinnati, Ohio, announces that the company changed ownership recently and that the new interests have equipped one of the most modern oil soap factories in that section of the country. The company also has purchased the business of the E. A. Smith Oil Co., of Hamilton, Ohio, and will carry a full line of greases, lubricating oils, etc.

Babbitt Soap Co. recently purchased a site on which to erect a new building for its branch in Easton, Pa.

Fels & Co., soap manufacturers, Philadelphia Pa., recently won a ruling from the Interstate Commerce Commission to obtain reparation for excessive freight rates imposed by three railroads for shipments of soaps. The rul-

ing affects eight railroads. While the amount involved is less than \$50,000, the principle established reaches considerably further.

Zoe Fulton, the contralto of the Aborn Opera Co., who owns a bungalow and land near Portland, Ore., is raising roses to sell to a perfumer. Some actresses, she says, have chicken farms on their country retreats, but she prefers a rose ranch, for, she says, it is much cleaner, more artistic and she hopes it will prove more profitable.

Perfumery recently caught a robber in New York City. The miscreant broke into the drug store of Philip Halpin, 3842 White Plains road, the Bronx, smashed the cash register, got a lot of cigars and was sampling the scents when the druggist, living upstairs, was awakened and scared the intruder away. Policeman Garvey saw the man a few hours later and was attracted by the strong odor of perfumery which did not seem to belong to a chap of his appearance. The policeman escorted the suspect to the station, where it turned out that he was Druggist Halpin's burglar. The prisoner had literally soaked his clothing with perfumery and the cell room smelled like a rose garden.

W. Buedingen & Son, Rochester, N. Y., have established a New York office at 100 William street, and have placed Mr. Karl Voss in charge. Mr. Voss will cover New England, New Jersey, eastern Pennsylvania, etc.

Fire in the perfumery spirits plant of Zinsser & Co., at Hastings-on-Hudson, N. Y., on June 11 did \$50,000 damage. One tank containing 60,000 gallons of alcohol exploded during the progress of the fire. The origin was not stated, but the watchman was sure the flames started outside of the buildings.

"Now, children," said the teacher, "who can tell me what the word 'odorless' means?"

Willie Jones was sure he knew.

"Well, Willie, what does it mean?"

"Odorless means without scent," he piped.

"Right. Now who can give a sentence using the word correctly?" continued the teacher. "You may answer, Jimmy."

"Please, ma'am, when you are odorless you cannot go into the perfume business."

Yale Soap & Refining Co., Cincinnati, Ohio, sustained damages in a \$25,000 fire in the building which it partly occupies. The loss is partly covered by insurance.

On account of the pressure of orders one of the South Millville factories of the Whitall Tatum Co., was operated two weeks longer than the others, which closed for the hot months on June 29. The season for small glassware was generally very good.

A recent issue of the *Australian Cordial Maker*, published at Sidney, New South Wales, mentions that "the Queensland Breweries are not behind in adopting the latest labor and time-saving appliances," referring to the recent purchase by that concern of world labelers manufactured by the Economic Machinery Co., Worcester, Mass.



ANNUAL OUTING OF THE CALIFORNIA PERFUME CO.'S EMPLOYEES.

Employees of the California Perfume Co.'s laboratory at Suffern, N. Y., on Saturday, June 29, were treated by the company to a day's enjoyment in compensation for their faithful, conscientious work throughout the year. The entire force arrived at 8 a. m. at New York City by a special car over the Erie Railroad, whereupon an inspection of the New York offices and shipping rooms was made.

At 10 o'clock they boarded a steamboat for Glen Island, a pleasure resort about two and a half hours' sail up Long Island Sound. After a hearty luncheon they proceeded to enjoy the various amusements, such as scenic railway, air ships, dancing, etc., returning by steamboat at 4:30, thence through New York to Fort Lee, where, after further refreshments, a special trolley was waiting to take them back to Suffern, where they arrived late in the evening.

The party was in charge of the superintendent, Mr. Goetting, and the assistant superintendent, Mr. Doscher, whose arrangements for the outing were excellent, everything being conducive to a perfect day. They even ordered sunshine, which the weather man delivered on schedule time. In the photograph printed above the gentleman in the center, wearing a beard, is Mr. E. C. Goetting, head of the manufacturing department.

A meeting of Lever Bros., soap manufacturers of Port Sunlight, England, has been called for the purpose of increasing the capital stock to £20,000,000 by the creation of £6,000,000 cumulative preferred shares. The authorized capital of this company is now £14,000,000.

Our Soap Co., Buffalo, N. Y., has made application to

the Supreme Court to be dissolved. The order is returnable August 26. Stanislaus Lipowicz, president of the company, is temporary receiver. He filed a bond of \$14,000. He has bought up nearly all of the claims and he wants to wind up the business.

Swift Canadian Co., a subsidiary of the Chicago packing concern, is erecting a large soap factory in connection with other buildings in a new \$250,000 plant at Toronto, Ont. It is the intention of the Swift company, instead of selling the fats and greases extracted from cattle to manufacture them into soap in Toronto. This will be the first abattoir in Canada to engage in the manufacture of soap, as the other packing houses in the Dominion sell all the by-products. Large quantities of fats and greases are shipped to the United States to be manufactured into soap in this country.

Bellevue Chemical Co. has moved its office from 359 Jay street to 137 Duffield street, Brooklyn, N. Y. The change involves large additions of floor space and greatly increased facilities in new manufacturing apparatus.

Mr. Paul H. Lee, a Chinese born in San Francisco, who has been bred and educated in this country, recently went through a thorough training in the soap manufacturing plant of the Williams company in Indianapolis, Ind., with a view to going to China to enter into the soap manufacturing industry in that country. With American capital and machinery he will establish a plant in Canton, China. The young man's father was a Methodist convert and missionary.

Mr. Percy C. Magnus, of Magnus, Mabee & Reynard, New York, has handed us a very interesting poster, sent to him by Mr. Chas. G. Harris, a druggist in La Ceiba, Honduras. The poster announces a "Gran Bullfight" that took place on June 30, and because of the quaint English we reproduce it in full:

Inauguration of the Gran
BULLFIGHT

For Sunday, June 30th.

TO THE PUBLIC

For the first time in this town will be given few Bullfights for one of the best Company with just fame, being the Guatemala Ring the last place where the press gave the account of the good work done.

The Empresa has not omitted any expense in order to give comfort and guaranty that the public will be safe in the place where they have built their ring. The Bulls have been picked out by competent party and the owner has guaranteed the good fight of the Bulls and if it is right will be satisfied.

THE EMPRESA

Emilio Fernández	Matador	(a) "Plomito"
Manuel Sánchez,	Banderillero	(a) "Mariano"
Carlos García,	"	(a) "Frasquito"
Un Puntillero.		

With the Authority permission and if the weather permits; the Expectacle will start at 4:30 p. m. will fight three big and brave bulls one being killed.

At 11 a. m. the music will go by the streets with the *bills* announcing the feast.

To avoid accidents it is strictly prohibited to go inside the ring to anybody not connected with the Company (the Authority will fine anybody who gets inside the ring,) also who throughs any object that will cause prejudice to the bullfighters; in the event that any of the bullfighters were hurt will not be substituted.

Will not fight more bulls than the 3 announced.

If for any cause after having started should be suspended the public will not have any claim to devolution of their money.

If for any circumstance do not take effect not having started the tickets will be good for next time.

PRICES:—	Palco Principal	\$ 3.50
	Palco shade side	3.00
	Suny side	1.50
	Childrens shade side	1.50
	Childrens suny side	1.00

— NOTICE —

The persons that take shady side please send their seats early. Will not receive money at the gates.

In addition to the splendid silver loving cup presented to him by the alumni of the Philadelphia Medico-Chirurgical College of Pharmacy, as mentioned in our last issue, Dr. I. V. Stanley Stanislaus, who resigned as dean to go into the manufacture of perfumery, has received two other fine loving cups. One was the gift of the pharmacy class of 1912 and the third was presented to him by the Beta Phi Sigma fraternity, of which he is a member.

Mr. Francis H. Sloan, vice-president of Dodge & Olcott and head of the company's vanilla bean department, returned to New York on board the steamship *Baltic*, of the White Star line, on June 30, from a tour of two months in Europe, during which he investigated the vanilla bean situation in the London and Paris markets, besides attending to other business duties.

Mr. Willoughby M. McCormick, of Baltimore, formerly president and now of the executive committee of the Flavoring Extract Manufacturers' Association, paid a flying visit to New York early this month.

Mr. Alfred Holmes, is forming a new company at Rising Sun, Ind., for the purpose of manufacturing perfumery and Talcum powder. He expects it to be in operation by September 1. It will be known as the Alfred Holmes Talcum Powder Co.

Dr. W. S. Beekman, of the Vionana Co., Dayton, Ohio, has prepared an interesting lecture setting forth the popularity of a scenic week-end trip to the mammoth cave of Kentucky. Dr. Beekman has a peculiarly pleasant gift for doing things of this sort in attractive style.

The home offices and laboratories of Parke, Davis & Co., Detroit, Mich., celebrated their twenty-second annual outing in behalf of their employees on June 11. An island in Bois Blanc Park was set apart for the employees and guests, who numbered over 4,000. Games, dancing and contests of every kind were staged and handsome prizes were distributed to the winners. Many of the firm's branch managers from other States were there. Some of those present were: B. A. Parsons, Kansas City; James E. Bartlett, Chicago; M. C. Hoyhurst, St. Louis; Dr. J. Kichi Takamine, New York. L. B. Haywood was chairman of the arrangement committee. The company chartered two steamboats to carry the party from Detroit to Bob-Lo.

Dr. Adolph W. Miller, president of Aschenbach & Miller, Inc., wholesale druggists of Philadelphia, has been detained from business for several weeks by an accident received on June 15 while he was on a botanizing expedition in the Delaware Water Gap region. Dr. Miller's left arm was broken by a fall and the fracture has been very obstinate in healing.

Hanson-Jenks Co., perfumers, this city, have sent to their friends another of the series of neat monthly calendars, July being the month and the ornament being one of Frank H. Desch's attractive girls.

Mr. Mayer M. Swaab, Jr., one of the organizers and secretary of the Sen-Sen Chiclet Co., has resigned that position to become the vice-president of the Autosales Gum & Chocolate Co., which is a \$6,000,000 corporation formed by the merging of thirty-two concerns engaged in the manufacture of chewing gums, chocolates and caramels. Mr. Swaab formerly traveled for O. O. Holstein, vanilla beans and essential oils, going from there to Blake, Fleer & Co. Mr. Fleer, it is understood, also is interested in the new corporation.

Mr. W. A. Themanson, of St. Joseph, Mo., recently sent a shipment of powdered pumice from his factory to a Cincinnati soap company, which had hitherto been using only imported pumice for its fine soaps, and guaranteed any loss which might result if the pumice was not as good as the imported. The experiment, it is reported, was a complete success. St. Joseph pumice is now being sent in carload lots as far away as New York and California.

"There is no better adhesive for labels on tin than the Tinnol," says the Arabol Mfg. Co., 100 William street, New York. "It will give the same satisfactory results in hot or cold temperature and will hold the labels in place even under moisture. It will not discolor or blot the paper."

We are just advised that M. Justin Dupont, of Argenteuil, France, whose projected visit to this country we mentioned in our previous issue, will sail from Cherbourg, Aug. 24, on the *St. Louis*. He has been designated as official representative of the Minister of Commerce, and of the Syndicate of French Perfumers.

Jacksonville Soap Works has been capitalized at \$30,000 and work on a new plant will soon be begun. Mr. G. D. Sebastian and Mr. M. L. Yeargin, both of Jacksonville, Fla., are at the head of the enterprise.

Officers and employees of William R. Warner & Co., composing the "Let's Do It Better Club," went on June 15 from Philadelphia to Neshaminy Falls, for their annual outing. Mr. George A. Pfeiffer, secretary and treasurer of the company, made the arrangements. There were addresses by the Rev. Dr. Cleveland, Mr. Pfeiffer and others, with sport contests and a dinner.

Philadelphia Drug Club is considering the advisability of converting the first floor of its building, 512 Arch street, into quarters for salesmen calling upon the drug trade of that city. The matter is in the hands of a committee composed of Mr. Edward T. Hahn, Mr. Samuel B. Davis and Mr. Joseph H. Jolley.

Woodward, Clark & Co., one of the pioneer drug houses of the Pacific northwest, has perfected arrangements to move into its new building at Park and Alder streets, in Portland, Ore. The new establishment is one of the finest of its kind in the country.

Mr. John May, who has a number of years of experience in the perfumery business with several large houses, is now with Charles Hedden & Co., 14 East 33d street, New York.

Mr. Warren E. Burns, of the Compagnie Morana, is enjoying the summer season at his Roamin' villa by the sea at Long Beach, an attractive Long Island summer resort.

Mr. I. F. Stone, president of the National Aniline & Chemical Co., this city, sailed for Europe on July 2 on board the steamship *Mauretania*, of the Cunard line. During his stay in England he will make his headquarters with the London representatives of the concern, Samuel Lambert & Co., 14 Mincing lane.

Horton Liquid Soap Co., Anderson, Ind., denies a report that it intended to move its plant to Hamilton, Ohio.

Warning has been issued by the Wholesale Druggists' Association, which perfumers will do well to notice, against extending courtesies or credit to a couple of men styling themselves "J. H. Smith" and "Mr. Benson," purporting to represent the wholesale drug concern of Benson, Smith & Co., Ltd., Honolulu, Hawaii. There is no person of either name connected with the company and the men are called imposters. Mr. George W. Smith, head and man-

ager of the company, has not been in the United States in two years.

Mr. Willard Ohliger, a director of Fredk. Stearns & Co., Detroit, Mich., and manager of their manufacturing department, has returned to his desk after a month's vacation in Mexico.

"Dad gum it" is the strongest expletive Dr. T. M. Sayman, soap and perfume manufacturer of St. Louis, ever used in the presence of his girl stenographer and copyist. He so testified recently when he took the witness stand to defend himself in a suit. Miss Garland Hancock testifying in her suit to recover \$11.25, which she alleges Dr. Sayman owed her for salary, said she quit the position as copyist because her nervous system couldn't stand his language and manner. She said he stamped around and swore when things did not go right, regardless of the presence of young women employees.

Dr. Sayman denied any profanity, and quoted "dad gum it" as the worst ever used. He admitted he had held up \$7.50 of Miss Hancock's wages, but asserted he was within his rights in doing so. A clause in Miss Hancock's contract, he said, allowed him that amount as a forfeit if the contract was broken.

NEW CORPORATIONS.

Manola Co., St. Louis, Mo., recently incorporated with capital stock of \$5,000, is a subsidiary of the Luyties Homeopathic Co.

Manufacturers' Talc Co., Portland, Me., has been incorporated with a capitalization of \$500,000 to mine talc, clays, kaolin, etc., by C. E. Eaton, president, Portland; T. L. Croteau, treasurer, Portland.

Hill Powder Co., Boston, Mass., has been incorporated with \$100,000 to manufacture powders of all kinds by W. A. Hill, Waltham; C. A. Fultz and H. A. Fultz, Winchester, Mass.

De Meridor Co., of Newburg, N. Y., has been formed to manufacture toilet preparations with \$100,000 capitalization by Oswald J. Cathart, John Cathart and Graham Witschief.

Livingston Co., New Haven, Conn., to manufacture soaps and polishes, has been formed with \$5,000 capital.

Producers Co., Inc., has been incorporated in Peoria, Ill., with \$20,000 capital, to manufacture baking powder, chemical preparations, etc., by Leonard Hillis, J. E. F. Fisher and Frederick H. Avery, all of Peoria.

H. Archer Perfumè Co., Hackensack, N. J., has been formed to manufacture perfumes, toilet waters, druggists' sundries, etc., with capitalization of \$50,000. Incorporators: H. M. Schoeffler, Hackensack; B. H. Schmidt, West Hoboken; W. R. Rose, New York City.

F. F. O. Chemical Co., Lima, Ohio, has been chartered with a capital of \$10,000 to manufacture a new liquid soap invented by M. E. Thomas. Among those named as incorporators are O. J. Olsen, M. E. Thomas, J. Carl Fletcher, O. A. Olsen and Max Falk, Sr.

IN MEMORIAM FOR DEPARTED FRIENDS.

ALEXANDER BUSH, of W. J. Bush & Co., New York, July, 1908.

E. C. METZ, Palmetto Soap Co., Charleston, N. C., July, 1908.

NORMAN BURDICK, Burdick & Son, Albany, N. Y., July, 1908.

G. LEONE, Les Hesperides, Calabria, Italy, July, 1908.

ALBERT TAYLOR EAVENSON, J. Eavenson & Sons, Camden, N. J., July, 1910.

ALEXANDER SCHLEINER, retired, soaps, Brooklyn, July, 1911.

CHARLES F. METZGER, Metzger Scentcraft Co., New York, July, 1911.

L. E. MULFORD, of the Theodore Ricksecker Co., New York, July, 1911.

Obituary Notes.

Mr. James P. Finnie, president and general manager of the Oliver-Finnie Co., wholesale grocers and extract manufacturers, died on June 26 after a brief illness, in his seventy-eighth year. He founded the business in 1860, taking J. N. Oliver into partnership eight years later. Mr. Oliver retired in 1907. Mr. Finnie, although blind since 1906, was active in business until the day of his death.

Their numerous friends will sympathize with Mr. W. M. McCormick and Mr. R. A. McCormick, of McCormick & Co., Baltimore, on account of the recent death of their mother, Mrs. Harriet A. McCormick, which occurred at Dover, Loudon County, Va., where they attended the funeral. Mrs. McCormick was 78 years old.

Mrs. Margaret Wilson, mother of Mr. Donald Wilson, died on June 22 at her home, 282 St. James place, Brooklyn, N. Y., at the age of eighty years. The interment took place on June 26 at Greenwood Cemetery.

Mr. P. Tremari, one of the best known curers in the Mexican vanilla bean district, died at Papantla, Mex., on July 11, aged 68 years. He had numerous friends in the trade throughout the country.

Mr. Isaac La Boiteaux, Philadelphia manager of the Procter & Gamble Distributing Co., died last month in Rome, Italy, after a lingering illness.

NEW PUBLICATIONS.

"SHIU OIL," by Kazuo Nagai, M. D., published by the Formosa Monopoly Bureau, a Government institution, Taipei, Formosa, Japan.

This handsomely illustrated book, published in Japanese text, has just been received by us. Through the courtesy of the editor of the *Oriental Review*, of this city, we learn that the contents of the volume are especially interesting. The author, Dr. Kazuo Nagai, is a pharmaceutical investigator of much fame in his native land and his present work deals with "Shiu Oil," in which is seen new material for the use of perfumers. The doctor was commissioned by the Formosan authorities to make a thorough research into the properties of the tswau-shiu oil and the results are given in the book under review. According to this authority the oil contains a large proportion of linalol

and can be utilized as an inexpensive material for a great variety of soap perfumes. There is also a kind of tswau-shiu oil from which camphor can be extracted profitably.

The tswau-shiu tree, which grows abundantly in Formosa, is not readily distinguishable in appearance from the camphor tree. The natives engaged in cutting camphor trees avoid the tswau-shiu, as the oil obtained therefrom does not improve the quality of camphor oil, which is one of the most valuable products of Formosa. They can distinguish the tswau-shiu from the camphor tree by crushing its leaves, these giving out a strong odor, which the leaves of camphor trees do not. So the tswau-shiu has been considered a useless tree and left untouched, while the camphor tree has been abundantly cut.

"FORMULAIRE DE COSMETIQUE (PARFUMERIE SANS ALCOHOL)." R. M. Gattefossé, published by *Parfumerie Moderne*, Lyon, France.

This is a handy little volume of 100 pages, giving instructions for the manufacture of various toilet preparations and including formulas for the perfuming thereof. While this work is not primarily of an advertising nature, the publishers are bound to derive considerable advantage through the inclusion of some of their specialties in the formulas they recommend, as they are manufacturers of a line of natural and artificial perfume materials, terpeness essential oils, etc.

"SOAPMAKER'S HAND BOOK," edited by Wm. I. Brannt, consists of 535 pages with index, illustrated by fifty-four engravings, the second edition revised and in great part re-written and edited chiefly from the German of Dr. C. Deite, A. Engelhart, F. Wiltner and numerous other experts. The first edition of this work had quite a large circulation as a reference work, and the new edition will find a welcome reception among soap makers in general. It has an excellent table of contents and the index makes it a very simple matter to find any paragraph.

"DIE SCHULE DES MODERNEN PARFUMEURS," by H. Mann. This is an up-to-date preparatory work dealing with raw materials used in the manufacture of perfumery and laboratory apparatus that should find a place in all up-to-date plants. The author is the same gentleman who has written "Die Moderne Parfumerie," which is probably the most complete and up-to-date work on the subject. The present work is intended as a foundation for the earlier one. The fact that it is published only in German will limit its usefulness in this country. All those who have a knowledge of German would do well to provide themselves with a copy of the book, for even though it may be largely of an elementary nature for experienced perfumers, it contains much interesting matter that would be of value even to the initiate.

"PHARMACRAFT: A Journal for Druggists." This monthly publication for July, issued by Kirk, Geary & Co., of Sacramento, is at hand and is as interesting as usual. Essential oils occasionally figure in its contents.

TRADE NAMES.—Supplement No. 2, seventh edition, July 1, compiled by the Manufacturing Perfumers' Association, has been received from the secretary, Mr. A. D. Henderson.

PATENT FOR MANUFACTURE OF DETERGENT AGENTS.

1,027,744.—Specification of Letters Patent.—Patented May 28, 1912. Application filed December 27, 1909. Serial No. 534,937.

To all whom it may concern:

Be it known that we, ROBERT MACPHERSON, a resident of Brondesbury, in the county of Middlesex, England, and WILLIAM EDWIN HEYS, a resident of Bushey, in the county of Hertford, England, both subjects of the King of Great Britain and Ireland, have invented new Improvements in the Manufacture of Detergent Agents, of which the following is a specification.

It is already known in the manufacture of normal soap and of soap powders, to treat at a temperature of about 80 degs. or 90 degs. C., protein containing matters with a sufficiency of lye containing as a maximum about 35 per cent. sodium hydroxide to effect the dissociation of the proteins and the saponification of the amino-fatty acids arising therefrom. This process results in a loss of a considerable part of the available nitrogen in evolved ammonia with other volatile compounds, and in the production of articles having an unpleasant odor and unattractive color. It is also known to manufacture soap by a so-called "cold" process which nevertheless involves the application of external heat. It has also been known to manufacture soap by acting on a finely divided protein containing substance with caustic lye in the presence of added olein. In such a process the caustic selectively reacts with the olein and only to a much less extent with the protein containing substance, and a properly soluble mass is not obtained, as much of the protein matter is unchanged.

In carrying this present invention into effect the caustic lye is caused to first act upon finely divided vegetable material, *e. g.*, protein or protein and starch containing substance without any or substantially any addition of olein, fats, oils, glycerids, fatty acids or the like. By this treatment the vegetable material, *e. g.*, protein or protein and starch containing substance is converted into an alkaline compound which is quite soluble and may be itself used as a soap powder or may have acids or the like for the production of a "bar" or "tablet" soap or like detergent agent. Such an alkaline compound we will hereinafter term "alkalinated vegetable material."

In our improved process no application of external heat is required and the loss of nitrogen which has hitherto taken place in the production of soap from protein containing substance is very considerably reduced and products having attractive colors are obtained.

In carrying out this invention we employ any suitable mixing machine, but because of its grinding action, we prefer to use an edge runner mill, and preferably that type known as a chocolate mill or *mélangeur*. The vegetable materials, *e. g.*, protein, or protein and starch containing substances which may be employed are so numerous that we can name only a few typical ones which are generally and commercially available. For example, oatmeal, maize meal, and meal of other cereals, and of the various kinds of beans and peas and other seeds, the germ separated from cereals and other seeds, various "oil cakes," casein, gluten and other dry albuminous matters. For commercial reasons we commonly employ maize-germ meal. When a selected protein or protein and starch containing substance contains much protein, it is difficult to handle because of its agglutinating property but it can nevertheless be used with considerable trouble. A result almost equally good, and having a better appearance, is produced very much more quickly and easily, if a relatively large proportion of starch or farina be present or added. Starches have already been added to soaps, as "fillers," and may be detected unaltered in the so adulterated soaps. But, by this process the starch is caused to permanently combine with the alkali, and so to form a valuable soda carrier, and very little trace of starch can be detected as such, in the products. The proportion of starch which may be contained or added may vary according to the nature of the product demanded, from 10 to 90 per cent. of the whole. Usually, we employ a flour or meal contain-

ing about 25 per cent. of proteins, in a state of very fine division or as flour.

The soda or potash lye must be highly concentrated and the higher the degree of concentration the better. Lyes are commonly available which contain respectively 42 per cent. of sodium hydroxide (S. G. 1.47), or 50 per cent. of potassium hydroxide (S. G. 1.50), and for this reason we use these strengths. In the example herein-after given, such lyes are supposed to be employed, and lyes of the high concentration indicated are meant by the reference herein to highly concentrated lye. With lyes of this high concentration, according to our process, not only the proteins, but also the starches and the cellulose matters are converted into permanent sodium (or potassium) compounds, and thus form strongly detergent and highly useful agents instead of being useless adulterants as heretofore.

The dry, finely powdered vegetable matter, *e. g.*, meal or flour, and the concentrated lye are introduced into the mixing machine and mixed thoroughly until the vegetable material is permanently chemically combined with alkali, which operation should occupy only two or three minutes.

If a detergent powder be required, the alkalinated vegetable material or product is then removed from the mixer and spread out to dry and for the free alkali to carbonate.

If a hard "bar" or "tablet" soap or detergent agent be required, the alkalinated vegetable material need not be removed from the machine, but the necessary fatty acids and water and any portion of the required highly concentrated lye which may not have been added in the first stage of the process are added thereto and the mixing is continued for from 30 to 40 minutes. The plastic soap or detergent agent can then be removed from the mixer, and when sufficiently cold, can be milled and plodded in the usual way, or the milling may be omitted. Bars can thus be produced within two hours from commencing the operation, as against the 14 days required in the ordinary manufacture of similar soaps by the ordinary boiling process. A considerable rise of temperature occurs during admixture of the vegetable material and lye and there is an additional increment of heat caused by the addition of fatty acids, so that no applied heat whatever is necessary and all the materials are used at atmospheric temperatures or thereabout.

Fatty acids are specified for the reason that if the ordinary oils and fats were employed, the glycerine could not conveniently be separated from the soap, because the alkalinated vegetable materials, *e. g.*, protein, starch and cellulose compounds are soluble in lyes and brine and would go out with the glycerine. If glycerids are required to be used in substitution for the whole or part of the fatty acids, the glycerine will be retained in the soap or detergent agent, and less water should be used. Soap or detergent agent thus made with glycerids, will require a longer time to mature. Because of the high solubility of the alkalinated vegetable materials, *e. g.*, protein, starch, and cellulose compounds in salt and hard waters, our new detergent agents are especially adapted for use in such waters.

If a soft soap be required, highly concentrated potash lye or a mixed highly concentrated lye is used and more water is added.

It will be understood that for hard soaps or detergent agents, highly concentrated soda lye is employed.

By way of example, the process we employ in the production of a hard household soap is as follows: 25 kilos of maize germ flour and 24 kilos of the concentrated soda lye containing about 42 per cent. of sodium hydroxide are thoroughly mixed until a pasty mass is produced in which about 3.85 kilos of the NaHO has permanently combined with the germ flour. The length of time taken to effect such combination varies according to the efficiency of the mixer employed but with an edge runner mill the time will only be two to four minutes. No water should be added during this part of the operation otherwise volatile nitrogen products will be separated. When the chemical combination of the NaHO and flour has taken place, the excess alkali is exactly neutralized by the addition to and intimate mixing with the pasty mass of 17 kilos of com-

mercial oleic acid and 21 kilos of cocoanut olein or fatty acid. But a mass of soap so produced is too hard to be properly worked and to produce a workable mass which can be plodded in the usual way for the formation of bars we add 31 kilos of water. The duration of this second mixing for soap production may, in an edge runner mill, be from 18 to 35 minutes. If the complete process is carried out in the same mixer the time occupied from the commencement of the operation to the production of soap will be from 20 to 40 minutes.

If a detergent powder be desired the pasty mass produced by the treatment of the flour with the concentrated lye may be exposed to the air until the excess of alkali be carbonated thereby, and then be ground. Or, instead of employing 24 kilos of the soda lye 10 kilos only may be employed, in which case the subsequent carbonation is not required.

What we claim and desire to secure by Letters Patent is:—

1. The process of producing a mass of a chemically combined alkali compound of finely divided protein containing substance by treating that substance with highly concentrated lye without the application of heat and substantially without the addition thereto of oils, fats or fatty acids, or water, as herein set forth.

2. The process of producing a detergent agent which consists in over-alkalinating finely divided protein containing substance by means of highly concentrated lye substantially without the addition of water, oils, fats or fatty acids and without the application of heat and subsequently adding to the over-alkalinated compounds so produced sufficient oils, fats or fatty acids to combine with the excess of alkali substantially without splitting the said alkali compound, and any desired water, as herein set forth.

3. Protein matter chemically combined with alkali and which has been produced in a mass by treating finely divided protein containing substance with highly concentrated lye without the application of heat and substantially without the addition thereto of oils, fats or fatty acid or water, as herein set forth.

4. A detergent agent which has been produced by over-alkalinating finely divided protein containing substance by means of highly concentrated lye substantially without the addition of water, oils, fats or fatty acids and without the application of heat and in then adding to the compound of protein matter and alkali thus produced sufficient oils, fats or fatty acids to combine with the excess of alkali substantially without splitting the said alkali protein compound, and any desired water, as herein set forth.

5. A detergent agent which has been produced by over-alkalinating finely divided vegetable material by means of highly concentrated lye substantially without the addition of water, oils, fats or fatty acids, and substantially without the application of heat, and in then adding to such alkalinated vegetable material sufficient oils, fats, or fatty acids to combine with the excess of alkali substantially without splitting the said alkalinated vegetable material, and any desired water, as herein set forth.

In witness whereof we have hereunto set our hands in the presence of two subscribing witnesses.

ROBERT MACPHERSON,
WILLIAM EDWIN HEYES.

Witnesses:

WALTER ALBERT GREEN,
ARTHUR CARRICK.

Saponification by Sulphuric Acid.

GRADUAL SAPONIFICATION OF FATS BY SULPHURIC ACID.—A. Grün and O. Corelli. Z. angew. Chem., 35, 665-70.—The authors worked with pure tripalmitin and tristearin and all their experiments showed the formation of diglycerides. No monoglycerides were found. In one case 10 grams of tripalmitin and 10 mol. concentrated H_2SO_4 (14 grams) gave 30 per cent. tripalmitin and 70 per cent. dipalmitin and when 20 mol. H_2SO_4 were used, 75 per cent. dipalmitin were obtained. Details of the experiments and the identification of the products formed are given. Similar results were obtained with tristearin.

PURE FOOD AND DRUG NOTES.

In this section will be found all matters of interest contained in FEDERAL AND STATE official reports, newspaper items, etc., relating to perfumes, flavoring extracts, etc.

Louisiana Food Law Is Sustained.

By decision of the Louisiana Supreme Court in refusing a rehearing in the test case of State vs. Harry H. Snyder, the constitutionality and legality of the pure food and drug law and of the sanitary code as formulated and promulgated by the Board of Health of Louisiana under the mandate of the Constitution and the Legislature has been upheld. The case of State vs. Snyder was prosecuted throughout exclusively by the State Board of Health and is a vindication of the position which the board has assumed, not only as to the constitutionality of the board's enactment, but as to the pure food and drug law and the sanitary code's applicability to the whole State as the paramount hygienic and sanitary law of the State. Associate Justice Provosty, as the organ of the court, with the concurrence of the entire tribunal, rendered a sweeping decision in which every point contended for by the State Board of Health was upheld.

Florida.

E. R. Rose, State Chemist, and W. A. McRae, Commissioner of Agriculture, have issued a notice to manufacturers, dealers and others concerning the enforcement of the Florida Food and Drugs Law, which became operative on August 3, 1911, following a conference which was held last month at the office of the Commissioner at Tallahassee. The effect is to provide for the sale of goods on hand and purchased before the date the law became effective, provided printed stickers are used to give proper labeling, the same, however, not to apply after January 1, 1913. This affects chiefly the net weight provision of the law. In the same way goods containing benzoate of soda may be sold up to February 1, 1913, but its use is absolutely prohibited after that date.

Pennsylvania.

In Commissioner Foust's report, April-May, just received, several prosecutions are reported on charges of adulterating strawberry extract. Several of these cases were discontinued on account of the death of a witness. Compared with the number of samples examined the percentage of deficient product was small.

Iowa.

The Iowa Pure Food Law, enacted in 1907, was sustained as constitutional by the United States Supreme Court at Washington in a decision handed down on June 10.

Saccharine.

The saccharine rulings of the Federal Pure Food Board were modified on June 25 to permit the use of saccharine in medicinal foods when its presence is stated on the label. The order contains a specific provision against the interpretation of the modification to permit use of saccharine in foods not strictly medicinal.

Fruit Oil Protests Sustained.

Acting on the protest of George Lueders & Co., Heine & Co., and the Dodge & Olcott Co., the Board of Appraisers has sustained protests regarding fruit oil claimed to be dutiable as essential oil. It was held that the merchandise was dutiable as essential oil under paragraph 3. of the act of 1909, at 25 per cent. ad valorem. The collector was reversed accordingly.

PATENTS AND TRADE MARKS.



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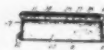
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BIG TREE

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NOTE TO READERS.

This department is conducted under the general supervision of a very competent patent and trade mark attorney. This report of patents, trade marks, labels and designs is compiled from the official records of the Patent Office in Washington, D. C. We include everything relating to the four co-ordinate branches of the essential oil industry, viz.: Perfumes, Soap, Flavoring Extracts and Toilet Preparations.

The trade marks shown above are described under the heading "Trade Marks Applied For," and are those for which registration has been allowed, but not yet issued. All protests for infringement, etc., should be made promptly to the Commissioner of Patents, Washington, D. C.

All inquiries relating to patents, trade marks, labels, copyrights, etc., should be addressed to

PATENT AND TRADE MARK DEPT.,
Perfumer Pub. Co. 80 Maiden Lane, New York.

PATENTS ISSUED.

1,027,707.—DISINFECTING-SOAP.—Max Engelmann, Elberfeld, Germany, assignor to Farbenfabriken vorm. Friedr. Bayer & Co., Elberfeld, Germany, a Corporation of Germany. Filed November 1, 1910. Serial No. 590,144. (Cl. 87—5.)

1. The herein described medicinal soaps comprising soap constituents and mercuric phenols, being substantially free from excess of alkali, non-irritant, and possessing valuable therapeutic and disinfecting properties, substantially as described.

2. The herein described medicinal soaps comprising soap constituents and mercuric phenols, being substantially free

from excess of uncombined phenols, non-irritant, and possessing valuable therapeutic and disinfecting properties.

3. The herein described medicinal soaps comprising soap constituents and a mercuric derivative of an unsubstituted phenol, being substantially free from excess of uncombined phenol, non-irritant, and possessing valuable therapeutic and disinfecting properties.

4. The herein described medicinal soaps comprising soap constituents and ortho-phenylene mercuric oxid substances.

1,027,728.—COLLAPSIBLE TUBE.—George D. Hazen, Brockton, Mass., assignor to Hazen-Brown Company, Brockton, Mass., a Corporation of Massachusetts. Filed February 21, 1910. Serial No. 544,982. (Cl. 221—60.)

As an article of manufacture, a collapsible tube having its closed end folded flat and smooth on one side and on the other side projecting laterally in compacted form, combined with a rigid securing clip in the form of a stiff plate embracing said flat end, said clip having substantially parallel side portions, one of which lies flat against said smooth side and the other side terminating in a portion bent sharply to embrace the end of the fold and with its free end extending in adjacent the other side portion whereby said clip is closely fitted around all parts of the fold and adapted to withstand pressures tending to unfold the same.

1,027,744.—MANUFACTURE OF DETERGENT AGENTS.—Robert Macpherson, Brondesbury, and William Edwin Heyes, Bushey, England. Filed December 27, 1909. Serial No. 534,937. (Cl. 87—16.)

A detergent agent which has been produced by over-alkalinizing finely divided vegetable material by means of highly concentrated lye substantially without the addi-

tion of water, oils, fats, or fatty acids and substantially without the application of heat, and in then adding to such alkalinized vegetable material sufficient oils, fats, or fatty acids to combine with the excess of alkali substantially without splitting the said alkalinized vegetable material, and any desired water as herein set forth.

1,028,618.—POWDER-BOX.—Bessie H. Smith, Chicago, Ill., assignor to George A. Foster, Evanston, Ill. Filed June 21, 1911. Serial No. 634,542. (Cl. 132—11.)

A face powder box comprising a container consisting of two sections, a lower section having a bottom and an upwardly extending peripheral flange having a head formed at its bottom and an upper section having a perforated top and a downwardly extending peripheral flange, the flange on said upper section being adapted to fit snugly within the flange on the lower section and against the bottom of the lower section and having a screw-thread between the top of the upper section and the upper edge of the flange on the lower section, the cover having a threaded flange to engage the thread on the container, and a powder puff adapted to be detachably arranged within the cover and clamped thereby upon the top of the container to seal the perforations therein.

1,028,658.—SOAP-FILLING MACHINE. — Rudolph Balhorn, Breslau, Germany. Filed November 25, 1910. Serial No. 594,151. (Cl. 226—9.)

In a device of the character described, the combination of a pump for periodically discharging viscous liquid, adjustable means for regulating the extent of the piston travel of said pump, means for admitting the viscous liquid to said discharging means by its own gravity and the suction of the pump only, and means for intermittently feeding trays carrying receptacles up to and away from the discharge opening of said pump, means for regulating the extent of said intermittent feeding movement, and hammering means, striking the filled receptacles from below, the parts all constructed, arranged and co-operating substantially as set forth.

1,031,250.—PROCESS FOR DEMONSTRATING PERFUMES OR THE LIKE.—Thomas A. de Vilbiss, Toledo, Ohio. Filed October 21, 1911. Serial No. 655,900. (Cl. 167—3.)

1. The method of demonstrating perfumes or toilet waters, consisting in mixing therewith an odorless liquid of greater consistency than such article whereby the visibility of a vapor produced therefrom is enhanced and the moisture of such vapor lessened, and then effecting a nebulization of the mixture.

2. The method of demonstrating perfumes or toilet waters, consisting in mixing glycerin therewith whereby when the liquid is discharged in vapor form the visibility of the vapor is enhanced and the moisture thereof minimized, and then effecting a nebulization of the mixture.

LABELS REGISTERED.

16,399.—Title: "Le Rouges Authentic-Hair-Auxiliary Soap." (For Soap.)—Le Rouge Co., Chicago, Ill. Filed May 18, 1912.

16,400.—Title: "Le Rouge's Authentic-Hair-Auxiliary." (For Hair-Pomade.) Le Rouge Co., Chicago, Ill. Filed May 18, 1912.

16,423.—Title: "Poinciana Cerate." (For Preparations for the Skin.)—Emil C. F. Paarman, Lake Placid, N. Y., and Palm Beach, Fla. Filed April 22, 1912.

16,426.—Title: "Rokeach's Kosher Scouring Powder." (For Scouring-Powder.)—I. Rokeach & Sons, Inc., New York, N. Y. Filed June 5, 1912.

16,439.—Title: "Nobald." (For Hair-Tonic.)—Garretta Honeyman, Plainfield, N. J. Filed March 16, 1912.

TRADE MARKS REGISTERED.

86,979.—Hair-Water.—George Dralle, Hamburg, Germany.

Filed September 7, 1911. Serial No. 58,565. Published January 30, 1912.

87,013.—Perfume and Talcum Powder.—Smith, Kline & French Company, Philadelphia, Pa.

Filed February 15, 1912. Serial No. 61,529. Published April 16, 1912.

87,059.—Certain Pharmaceutical Preparation.—Maurice M. Feinberg, New York, N. Y.

Filed November 9, 1911. Serial No. 59,633. Published April 23, 1912.

87,061.—Certain Chemical Preparation.—Florasel Manufacturing Company, New York, N. Y.

Filed January 26, 1912. Serial No. 61,058. Published April 23, 1912.

87,063.—Italian Olive-Oil.—Callisto Francesconi, Lucca, Italy.

Filed September 27, 1907. Serial No. 30,266. Published April 16, 1912.

87,073.—Soap, Solid and Liquid.—Richard Hudnut, New York, N. Y.

Filed February 15, 1912. Serial No. 61,479. Published April 16, 1912.

87,074.—Soap, Solid and Liquid.—Richard Hudnut, New York, N. Y.

Filed February 15, 1912. Serial No. 61,495. Published April 16, 1912.

87,076.—Washing-Soap.—Idaho Soap Company, Limited, Boise, Idaho.

Filed August 10, 1911. Serial No. 58,114. Published December 12, 1911.

87,082.—Laundry and Toilet Soap.—Jacob Landrock, Omaha, Neb.

Filed December 1, 1911. Serial No. 60,029. Published April 9, 1912.

87,090.—Toilet Soaps.—Adolph L. Mock, New York, N. Y.

Filed January 11, 1912. Serial No. 60,726. Published April 9, 1912.

87,091.—Certain Pharmaceutical Preparations.—Blanche W. Moe, New York, N. Y.

Filed June 28, 1910. Serial No. 50,615. Published April 23, 1912.

87,093.—Toilet Soap, Medicinally Prepared and a Salt-Water Soap.—The Morgan Drug Company, Brooklyn, N. Y.

Filed February 12, 1912. Serial No. 61,435. Published April 16, 1912.

87,097.—Toilet Soap.—Norddeutsche Wollkammerei & Kanungarnspinnerei, Bremen and Delmenhorst, Germany.

Filed December 21, 1910. Serial No. 53,399. Published April 9, 1912.

87,105.—Toilet and Laundry Soap.—Robinson Bros. & Company, Incorporated, Portland, Me., and Malden, Mass.

Filed February 21, 1912. Serial No. 61,650. Published April 16, 1912.

87,104.—Toilet Soap.—Robinson Bros. & Company, Incorporated, Portland, Me., and Malden, Mass.

Filed February 12, 1912. Serial No. 61,427. Published April 16, 1912.

87,130.—Certain Medicine and Pharmaceutical Preparations.—Edward H. Wagner, Mineral Wells, Tex.

Filed May 20, 1911.—Serial No. 56,500. Published April 23, 1912.

87,133.—Shaving and Toilet Soaps.—The J. B. Williams Company, Glastonbury, Conn.

Filed February 17, 1912. Serial No. 61,586. Published April 16, 1912.

87,137.—Skin-Softening Compound.—Agrippina Ivanovna Maghina, St. Petersburg, Russia.

Filed November 26, 1910. Serial No. 52,955. Published April 30, 1912.

87,164.—Certain Chemicals.—Chemische Fabrick Bannewitz Orloff Hansen, Bannewitz, near Dresden, Germany.

Filed December 18, 1911. Serial No. 60,301. Published April 30, 1912.

87,208.—Perfumes, Toilet Waters, Sachet-Powders, and Face-Powders.—Hedden & Eberhardt, New York, N. Y.

Filed February 21, 1912. Serial No. 61,644. Published April 30, 1912.

87,248.—Certain Foods.—Oakford and Fahnestock, Peoria, Ill.

Filed March 10, 1911. Serial No. 54,993. Published April 23, 1912.

87,259.—Certain Toilet Preparations.—The Samurai Perfume Company, New York, N. Y.

Filed March 21, 1911. Serial No. 55,227. Published April 30, 1912.

(Continued on page 128.)

FOREIGN CORRESPONDENCE AND MARKET REPORT

AFRICA.

PROHIBITION OF SACCHARIN IN BELGIAN CONGO.—By order, importation, manufacture, transportation, and sale of saccharin and similar materials are now forbidden. Saccharin products and products sweetened with substances other than cane sugar, beet sugar, milk sugar and glucose—particularly those sweetened with glycerin—shall not be imported. It is specified in the order that it is meant to include all synthetic chemical sweetening substances which do not possess food value.

BULGARIA.

OTTO OF ROSE.—Distillation of the new crop is finished, and extraordinarily high prices are asked. Buyers and exporters in Bulgaria have clubbed together and fixed a price beyond which they will not go. It remains to be seen whether the peasants will accept this. There is no real spot price.

CEYLON.

OILS AND SOAP.—Consul C. K. Moser, at Colombo, reports a decline in the exports of cardamons, citronella oil and cinnamon. Exports of citronella oil declined 187,963 pounds during the year, due chiefly to reduced demands from the United States and the United Kingdom. The year 1911 opened with the price at 18 cents a pound and it advanced later to 21 cents, declining to 19 and 20 cents. Drought in the early part of last year, with heavy rains directly afterward, also affected the supply. The other articles mentioned showed a similar decline.

For the eighteen months ending December 31, 1911, Ceylon imported soap valued at \$319,612 from the United Kingdom and Germany. In the same period soap imports from the United States amounted to \$6,380. In 1911 Ceylon exported to the United States and its dependencies \$105,437 worth of citronella oil, and \$1,530,087 of cocoanut oil. Of vanilla the exports to this country amounted only to \$3,625.

CHINA.

PERFUMERY AND TOILET ARTICLES.—Consul General George E. Anderson, at Hongkong, reports as follows: As is generally the case in the United States, most of the retail drug establishments in Chinese ports, including the native shops in these ports and in the interior, so far as foreign goods reach, handle perfumeries, toilet waters, and other toilet accessories in connection with their medicine trade. The import of such goods into China is increasing rapidly. One of the lines of foreign goods first used by many Chinese is that of cheap perfumery. The total imports of perfumery into China in 1910 amounted to a value of \$178,184, as compared with \$136,209 the year before, and total imports into the country, including the imports into Hongkong for local use and resale to other portions of the Far East, will reach at least \$225,000 annually. It is a trade capable of indefinite expansion, for the small peddlers and booth keepers in Chinese villages within reach of open ports handle these foreign perfumes as one of their chief novelties, and all classes of people buy the goods in whatever amount they may be able to afford. The United States furnishes a considerable portion of the imports from Hongkong.

There is a similarly growing trade in cheap toilet requisites of all sorts and it is a fact significant of the sort of goods which are popular that Japan in 1910 furnished about \$159,000 worth out of the total of \$281,000 imported. This class of goods includes particularly cheap face powders, tooth powders, small brushes, mirrors, combs of various sorts, sachets, and all those "novelties" which go to make up the stock of the Chinese peddlers or booth keepers who handle most of this trade. Considerable quantities of such

goods are now made in Hongkong and in open ports in China.

One of the notable points to be considered in the trade in perfumery and toilet requisites is the advisability of labeling the goods in Chinese or at least of wrapping them in special wrappers describing them in Chinese characters. The bulk of the trade in all such goods retailed to consumers is done in goods so marked.

ENGLAND.

PEPPERMINT AND LAVENDER CROPS.—A recent report on this year's harvest says: This season we have under cultivation a much larger area of peppermint than last year. It was a little unfavorable at the planting season, owing to absence of showers, and most of the young plants drooped and died off; but we were fortunate to have several showers in May, and immediately the fields were replanted. These have taken exceptionally well, look strong and healthy, and have come on exceedingly fast. With a continuance of the present weather we have every hope of realizing a full crop, and certainly not a late one. Prices, we anticipate, will rule fair—certainly not above the average. The demand for lavender oil has increased, and owing to short stocks on hand the price has reached its old level; 50s. per lb. has been paid for prime oil.

INDIA.

SOAP TRADE-MARK CASES.—Several cases have been heard in the Bombay Court by the Chief Presidency Magistrate in which the makers of "Salutis" soap have taken proceedings against firms for importing and selling "Satur-nus" soap, which they allege to be a colorable imitation of "Salutis." The judge upheld this contention, and in two instances the accused were discharged, the labels and wrappers of the soap being destroyed.

PORTUGAL.

OLIVE OIL TARIFF.—By a decree of April 24, 1912, the Portuguese government reduced the rate of duty on olive oil from 150 reis to 80 reis per kilo (from about 15 cents to about 8 cents per 2.2046 pounds.) This rate is to remain in effect until the end of October, 1912. The government has also put in force a set of regulations regarding the exportation of Portuguese olive oil.

SYRIA.

OLIVE-CROP PROSPECTS.—Consul General W. Stanley Hollis, of Beirut, reports that experts predict a very small olive crop in that part of Syria, principally because of the heavy production last year and the continual changes in the weather during the four months preceding May.

TURKEY.

OTTO OF ROSE AND SOAP.—Consul General G. Bie Ravnal, Constantinople, sends the following: The value of the otto of rose industry in Turkey is roughly estimated at \$1,000,000. Some of the most fragrant roses are brought from Anatolia and distilled in Constantinople, but the industry flourishes more especially in the region about Adrianople, extending from there into Bulgaria, which is its home. The otto of rose exports to the United States were valued at \$36,784 in 1911, against \$69,039 in 1910. Owing to the small supply, prices have reached the highest figures recorded since the Russo-Turkish war of 1876. The manufacture of soap is of special importance in Palestine and Syria, and an American factory at Haifa manufactures soap from olive oil for export to the United States. Cottonseed and corn oil from the United States have recently been widely substituted for olive oil in the making of soap in Turkey.

PRICES IN THE NEW YORK MARKET

(It should be borne in mind by purchasers that the market quotations in this journal are quantity prices.
For very small orders the prices would be slightly higher.)

Almond, Bitter .....per lb.	\$3.50	Lemon	1.90	BEANS.	
" F. F. P. A.	4.50	Lemongrass	1.70-1.80	Tonka Beans, Angostura....	5.50
" Artificial .....	.55	Limes, expressed	2.00	" " Para	3.00
" Sweet True .....	.63-.73	" distilled .....	.50	Vanilla Beans, Mexican.....	4.00-6.00
" Peach-Kernel .....	.30-.35	Linaloe	2.75	" " Cut...3.87½-4.00	
Amber, Crude .....	.15	Mace, distilled .....	.75	" " Bourbon.....3.87½-4.50	
" Rectified .....	.30	Mustard Seed, gen.....	8.50	" " Tahiti	1.90
Anise	1.45	" artificial	2.00	SUNDRIES.	
Aspic (Spike)	1.10-1.25	Myrbane, rect. ....	.12	Ambergris, black ....(oz.)	15.00-20.00
Bay, Porto Rico.....	2.90	Neroli, petale	30.00-40.00	" gray	25.00-27.50
Bay	2.75	" artificial	15.00-17.00	Civet, horns	1.50-1.75
Bergamot, 35%-36%.....	7.00-7.25	Nutmeg .....	.80	Chalk, precipitated .....	.04½-.06
Birch (Sweet)	1.75	Opoponax	7.00	Cologne Spirit	(gal.) 2.65-3.10
Bois de Rose, Femelle.....	3.75-4.00	Orange, bitter	2.85	Cumarin	3.50
Cade .....	.20	" sweet	2.65	Heliotropine	1.75
Cajeput .....	.60	Origanum	40-.60	Menthol	7.00
Camphor .....	.12	Orris Root, concrete....(oz.)	3.50-5.00	Musk, Cab., pods.....(oz.)	10.00
Caraway Seed	1.00	" absolute. (oz.)	28.50-32.00	" grain	15.00
Cardamom	17.00	Patchouly	3.25-3.60	" Tonquin, pods.. "	13.00-16.00
Carvol	2.00	Pennyroyal	1.25-1.50	" grains " "	21.00-24.00
Cassia, 75-80%, Technical ..	.95	Peppermint	3.00-3.40	" Artificial, per lb....	1.50-3.00
" Lead free	1.10	Petit Grain, South American		Orris Root, Florentine, whole	.12
" Redistilled	1.50	" French	8.00	Orris Root, powdered and	
Cedar, Leaf .....	.60	Pimento	2.00	granulated .....	.13
" Wood .....	.18	Rose	(oz.) 12.00-16.00	Talc, Italian	(ton) 32.00-35.00
Cinnamon, Ceylon	6.50-14.00	Rosemary, French .....	.80	" French	25.00-30.00
Citronella .....	.32	" Trieste .....	.70	" Domestic	15.00-25.00
Cloves	1.00	Rue	4.00	Terpineol .....	.35-.45
Copaiba	1.15-1.25	Safrol .....	.45	Thymol	1.40
Coriander	6.00-9.00	Sandalwood, East India....	3.25	Vanillin	(oz.) 33-36
Croton	1.25-1.30	" West India....	1.60	SOAP MATERIALS.	
Cubebs	3.50	Sassafras, artificial .....	.35	Tallow, city 6¼c. (hhd.); cou	
Erigeron	2.00	" natural .....	.75	try, 6¼c.	
Eucalyptus, Australian, 70%.	.50	Savin	1.40	Grease, brown, 5@5½c.; yellow	
Fennel, Sweet	1.50-1.60	Spearmint	4.75	5½@6c.	
" Bitter .....	.75	Spruce .....	.50	Cottonseed oil, crude, tanks, 40@	
Geranium, African	5.75-6.00	Tansy	2.75	41c.; winter yellow, \$6.75@7.25.	
" Bourbon	5.50	Thyme, red	1.10	Cocanut oil, Cochin, 9½@10½c.;	
" French	11.00	" white	1.30	Ceylon, 8¾@10c.	
" Turkish	3.50	Vetivert, Bourbon	6.00-7.00	Olive oil in bond, 70@72c.	
Ginger	6.50	" Indian	30.00-40.00	Olive oil, foots, prime, 6¾@7c.	
Gingergrass	1.75-2.00	Wintergreen, artificial .....	.34-.36	Palm oil, Lagos, 6¾@7½c.; red,	
Hemlock .....	.55	" genuine	4.50-5.00	prime, 6½c.	
Juniper Berries, twice rect....	1.00	Wormwood	7.00	Peanut, 6½@7½c.	
Kananga, Java	3.00	Ylang-Ylang	36.00-40.00	Soya Bean oil, 6¼@7¼c.	
Lavender, English	12.00			Chemicals, borax, 3¼@4c.; caustic	
" Cultivated	6.00			soda, 80 p. c. basis of 60 p. c., \$1.85.	
" Fleurs, 28-30	3.50-3.75			Rosin, water white, \$8.25.	

DOMESTIC MARKET.

Present reports on the otto of rose situation in the Kazanlik district in Bulgaria confirm the information which we printed in last month's issue. The indications point toward a decreased yield and some distillers have advised their representatives in the New York market to ask as high as \$16 for the product. The market range at present is \$12 to \$16. Offerings are largely old crop oil. The new crop oil is not due here until September and buyers are chary.

Oil of lemon is largely speculative at present, with control in the same hands as last year. The price abroad is \$1.90. If buyers lay low for the next 60 or 90 days prices are likely to sag.

Quotations on neroli have declined to \$30 and \$40, while

there has been a small advance in Bourbon and African geranium.

Tansy and menthol are a trifle higher.

BEANS.

The tonka bean market has not been active and prices are firm, with a slight reduction in the price for Tahiti vanillas.

Drought in the bean districts in Mexico has been followed by heavy rainfalls and the situation consequently is improved. Buyers in the primary markets hold very firm views regarding the outlook and are holding out for a \$4 basis. General regret is felt in the trade here for the death of Mr. P. Tremari, which is announced on another page.

TRADE MARKS REGISTERED.

(Continued from page 125.)

- 87,266.—Toilet Wash.—Kate Smith, Denver, Colo.
Filed January 22, 1912. Serial No. 60,956. Published April 30, 1912.
- 87,329.—Hair-Tonic.—Frawley Brothers, New York, N. Y.
Filed March 4, 1912. Serial No. 61,914. Published May 7, 1912.
- 87,337.—Bleaching Preparations.—Henkel & Cie, Dusseldorf, Germany.
Filed January 24, 1912. Serial No. 61,002. Published May 7, 1912.
- 87,339.—Toilet and Laundry Soap.—The Holbrook Mfg. Company, Jersey City, N. J.
Filed March 29, 1912. Serial No. 62,507. Published May 7, 1912.
- 87,345.—Certain Pharmaceutical Preparation.—Paul P. Kirchhofer, Massillon, Ohio.
Filed March 7, 1912. Serial No. 62,013. Published May 7, 1912.
- 87,355.—Syrups, Extracts, and Non-Alcoholic Beverages made Therefrom.—George H. McLin, Huntington, Ind.
Filed February 5, 1912. Serial No. 61,279. Published May 7, 1912.
- 87,358.—Scouring Preparations.—Nulac Company, Portland, Ore.
Filed March 7, 1912. Serial No. 61,995. Published May 7, 1912.

TRADE MARKS APPLIED FOR.

- 49,764.—Detroit Can Company, Detroit, Mich. (Filed May 16, 1910. Claims use since March 1, 1908.)—Cans made of metal and paper.
- 53,396.—Norddeutsche Wollkammerei & Kammgarnspinnerei, Bremen and Dalmenhorst, Germany. (Filed December 21, 1910. Claims use since January 21, 1904.)—Toilet Soap.
- 54,068.—The Railway Chemical Mfg. Company, Meadville, Pa. (Filed January 25, 1911. Claims use since May 1, 1908.)—A Compound for Cleaning and Polishing Wood and Metal Surfaces.
- 54,914.—J. D. Reidel, A. G., Berlin, Germany. (Filed March 7, 1911. (Under ten-year proviso.) Claims use since 1883.)—Drugs, Chemical Compounds, Aniline Dyes, etc.
- 55,086.—The Stork Company, Boston, Mass. (Filed March 15, 1911. Claims use since February 1, 1907.)—Soap.
- 56,044.—John T. Stanley, New York, N. Y. (Filed April 29, 1911. Claims use since June 1, 1910.)—Toilet Soap.
- 58,498.—Joseph W. Brandicki, Newark, N. J. (Filed September 1, 1911. Claims use since July 1, 1908.)—A Foot Powder.
- 59,057.—Goldberg, Bowen & Company, San Francisco, Cal. (Filed October 7, 1911. Claims use since September 20, 1911.)—Flavoring Extracts, etc.
- 60,418.—The James A. Blanchard Company, New York, N. Y. (Filed December 23, 1911. Claims use since September 1, 1889. (No claim is made to the exclusive right to the word "Brand" shown in the drawing.)—Whale-Oil Soap, etc.
- 60,508.—Societe Chimique des Usines du Rhone, Anct. Gilliard, P. Monnet & Cartier, Paris, France. (Filed December 29, 1911. Claims use since 1900.)—Methyl Salicylate, etc.
- 61,162.—Allen Bell & Company, Knoxville, Tenn. (Filed January 31, 1912. Claims use since November 1, 1911.)—Soaps.
- 61,482.—Richard Hudnut, New York, N. Y. (Filed February 15, 1912. Claims use since November 22, 1911.)—Perfumes, Sachet-Powder, Toilet Water, Cologne-Waters, Smelling-Salts, Toilet and Face Powders, Liquid and Dry Powder and Rice-Powder, Cold-Cream, Toilet Cerate, Almond-Meal, Benzoin, Milk of Cucumber, Camphor-Ice, Mutton-Tallow, Cocoa-Butter, Lotions and Bay-Rum, Bath-Powder, Depilatories, Hair-Tonic, Hair-Dressing, Alkenna-Powder, Shampoo Preparations, Tooth-

Powder, Tooth-Paste, Tooth-Washes, Nail-Polish, Nail-Enamel, Pomade-Rouge, Cuticle-Acid, Eyebrow-Pencils, and Troches for the Breath.

- 61,497.—Richard Hudnut, New York, N. Y. (Filed February 15, 1912. Claims use since December, 1907.)—Perfumes, Toilet Waters and Sachets.
- 61,502.—Richard Hudnut, New York, N. Y. (Filed February 15, 1912. Claims use since January, 1903.)—Hair-Tonic.
- 61,694.—Klensall Mfg. Company, Reading, Pa. (Filed February 23, 1912. Claims use since October 1, 1911.)—Washing Powder.
- 61,763.—William H. Malette, Pittsburgh, Pa. (Filed February 27, 1912. Claims use since November 1, 1910.)—Flavoring Extracts.
- 61,938.—The Southern Cotton Oil Company, Jersey City, N. J. (Filed March 5, 1912. Claims use since November, 1887.)—Cotton-Seed Oil.
- 62,347, 62,348.—Barrett Mfg. Company, New York, N. Y. (Filed March 22, 1912. Claims use since January 20, 1912.)—Tar Distillates for use as Detergents.
- 62,770.—Peninsular Chemical Company, Detroit, Mich. (Filed April 9, 1912. Claims use since March 20, 1912.)—Soaps.
- 62,798.—Johnson & Johnson, New Brunswick, N. J. (Filed April 10, 1912. Under ten-year proviso. Claims use since 1894.)—Soaps.
- 63,367.—James S. Kirk & Company, Chicago, Ill. (Filed May 6, 1912. Claims use since April 8, 1912.)—Toilet Soap.
- 63,581.—Edwin G. Frank, Philadelphia, Pa. (Filed May 16, 1912. Claims use since about March 4, 1912.)—A Washing Compound.

TREASURY DECISIONS.

Containers of Ad Valorem Merchandise.

Treasury Decision 32644 gives a decision of the Board of Appraisers of importance in the matter of bottles, jars, demijohns, carboys, and other containers, when filled with merchandise subject to ad valorem rates. It is held that these containers are dutiable at the ad valorem rate applicable to the contents thereof, in accordance with the provisions of subsection 18 of section 28, and not at 40 per cent. ad valorem under paragraph 97 of the tariff act of 1909, following *United States vs. Conkey et al.* (T. D. 32564).

The board says: "The reasoning of the court is to the effect that the inclusion of the words 'bottles, jars, demijohns, and carboys' among coverings in subsection 18 of the present act can have but one purpose, namely, to make the containers named, when filled with merchandise subject to ad valorem rates, pay the same duty as the contents. The collector will reliquidate the entries accordingly."

Menthol, a Medicinal Preparation.

Acting on the protest of McKesson & Robbins, the Board of General Appraisers has issued a decision holding that menthol, an article in crystalline form, obtained from the oil of peppermint, which may be used in its identical imported condition, but which is largely used in solution and in the form of "pencils," the addition of alcohol, talc, and paraffin, being in the nature of vehicles which in no way change the chemical condition of the article, falls within the term "medicinal preparation" and is properly dutiable as such under paragraph 65, tariff act of 1909, at 25 per cent. ad valorem.

"Balsam Peru" Assessed as a Chemical.

Acting on the protest of A. A. Stilwell Company the Board of Appraisers holds to its former ruling that the collector was right in assessing a product invoiced as "Balsam Peru" as a chemical mixture at 25 per cent. ad valorem under paragraph 3 of the act of 1909. Free entry was claimed under paragraph 559, but the latter is held only to cover drugs in their natural or uncompound state, while the product in dispute is an artificial or synthetic article.

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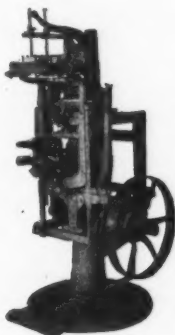
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WANTED.—Experienced chemist and perfumer who can invest from \$6,000 to \$10,000 in safe, growing profitable business. Money to be used in further development. Salary and bonus to right party. Address B. C., care of this journal.

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CHEMIST, married, age 32, wishes to come in contact with firms manufacturing a special or a full line of high grade tooth and toilet preparations. High education abroad and here; practical experience of eleven years, originality, honest progressiveness, unselfish application to duties are his qualifications that make him a wanted man by all, especially by firms offering chances to grow with and into. Now with a large firm. Please state your offer, large or small, to ORIGINALITY, in care of this journal.

YOUNG FOREIGNER (32) with executive ability in practical laboratory work, skilled in each detail of the perfumery industry, who speaks German, French, English, is total abstainer, desires a position as chief chemist or assistant with house, where honest efforts will be appreciated. References exchanged. Address Sun Robin, Box 333, care of this journal.

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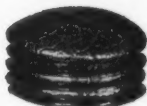
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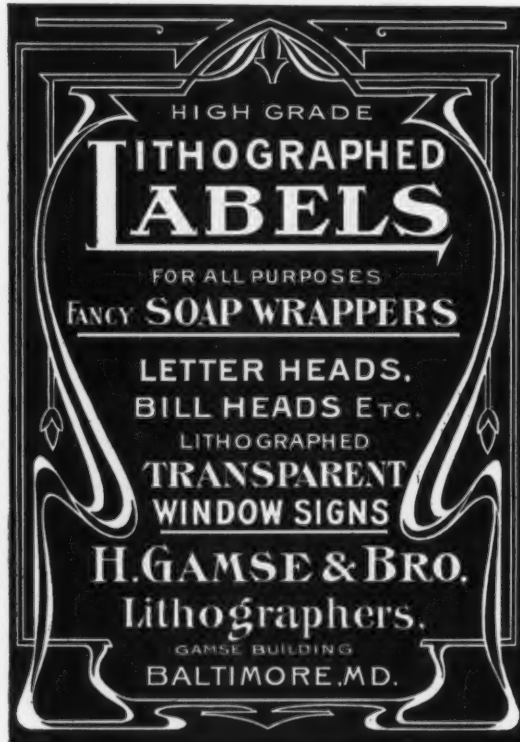
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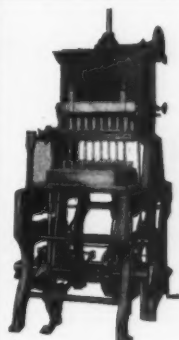
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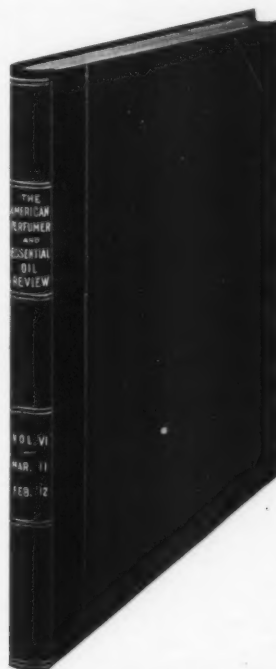
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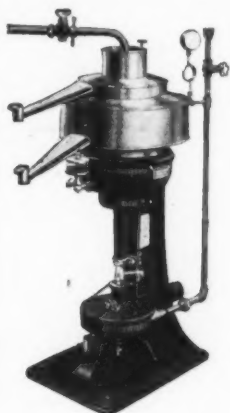
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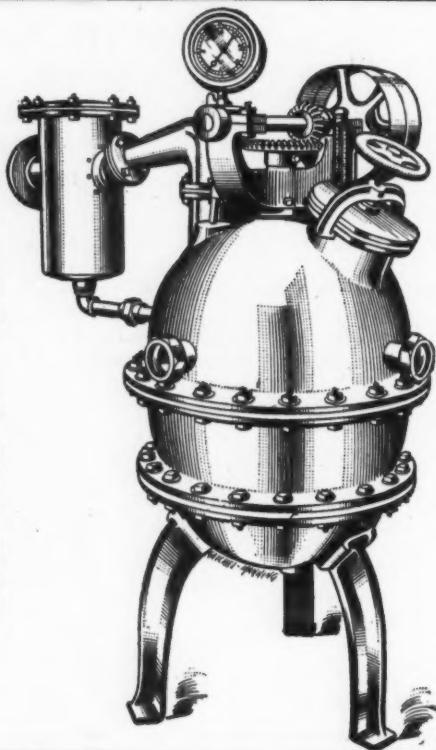
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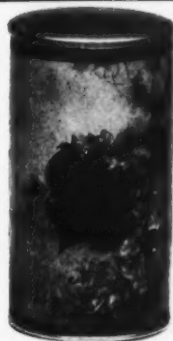
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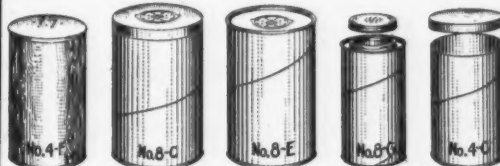
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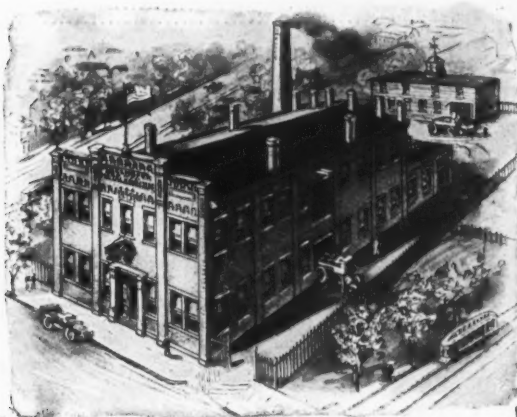
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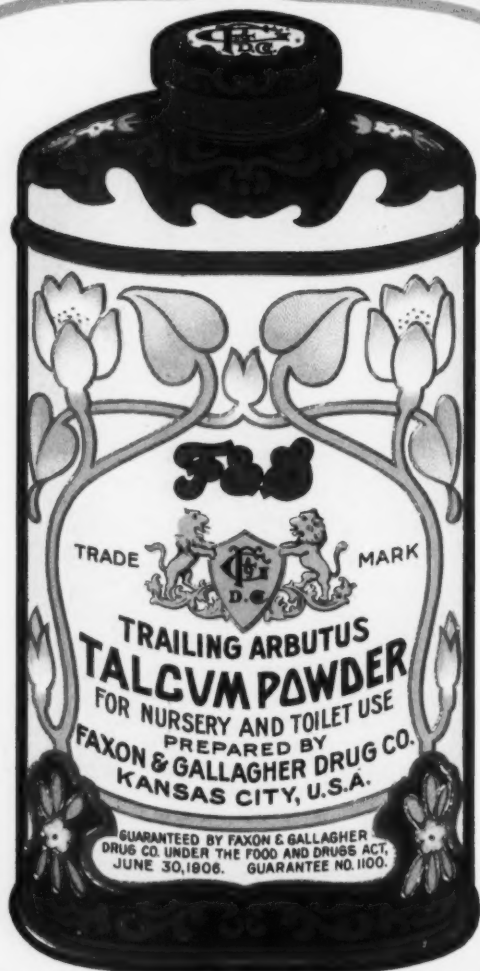
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